

Vol. XV No. 2

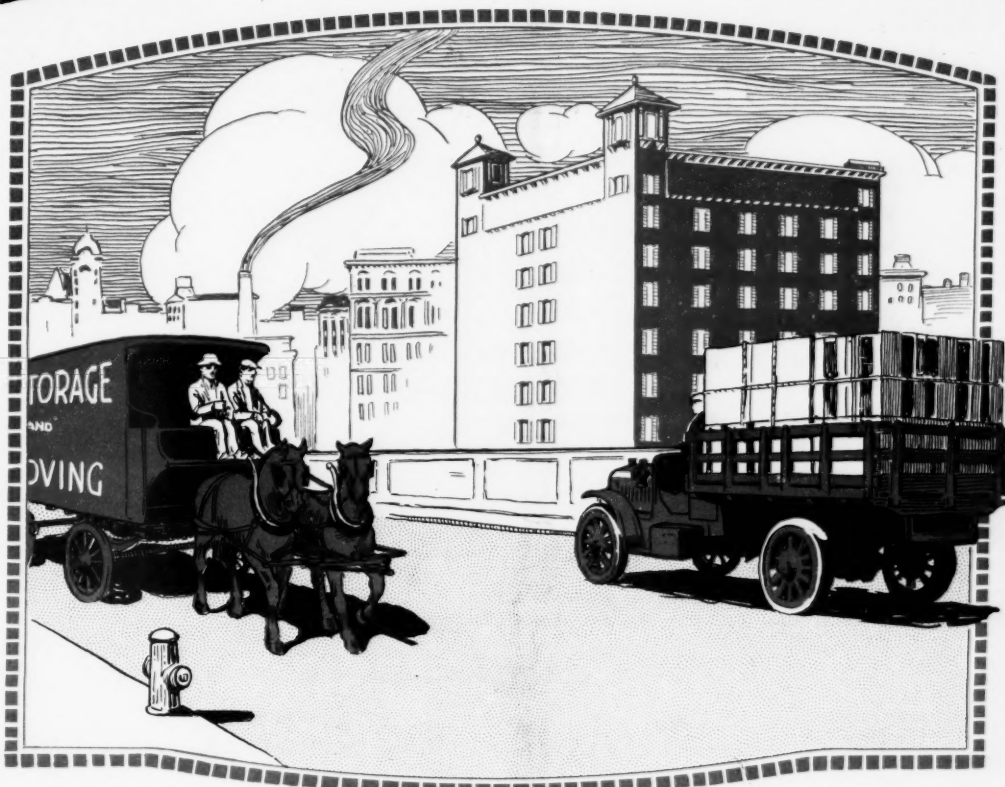
New York, N. Y.

February, 1916

TRANSFER and STORAGE

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IN THIS ISSUE:

The Transferrer's Losses by Theft;
by N. F. Ratty

Advertising for the
Household Goods Warehouseman;
by A. C. Dell

Transfer and Storage
in American Cities—No. 6—
Philadelphia

New York and New Jersey
Associations
Hold Annual Dinners

Freight Congestion Arouses Shippers


Illinois Association
to Meet at Cedar Point
this Summer

Card Forms for the Transferrer

Liability of Transfer Agent
for Freight Charges

If the Truck, Why Not the Horse?

Lack of Truckmen in
Bridgeport, Conn.



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 (Permanent Band Type)
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ESTABLISHED 1897

TRANSFER and STORAGE

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Established in 1902 as The Team Owners' Review

W. D. LEET - - - - - GENERAL MANAGER
H. T. LAY - - - - - MANAGING EDITOR

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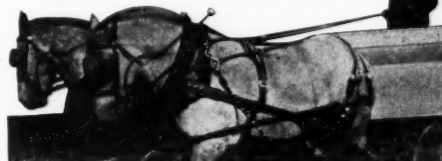
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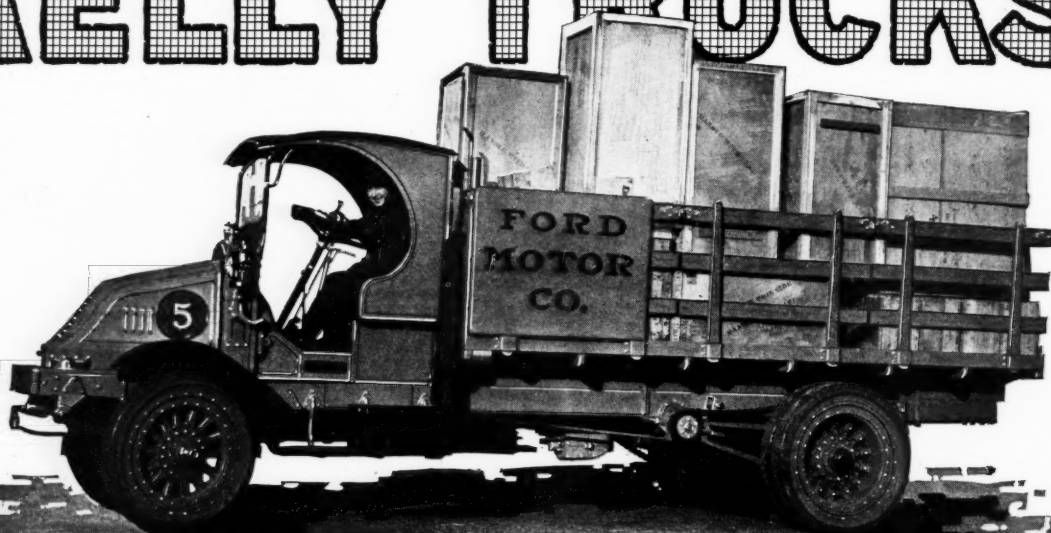
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VIEW OF FORD PLANT DETROIT



TRANSFER & STORAGE

PUBLISHED

MONTHLY



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NEW YORK, N. Y., FEBRUARY, 1916

No. 2

The Court of Appeals has held that a workman, injured while working in a state other than that in which his company's headquarters are located, may draw compensation from his employers under the law of the state in which they carry on their business and are incorporated. This is a decision that had to come sooner or later and helps to clarify the application of the workmen's compensation laws now in effect in practically every state.

February presents to the transfer and storageman, the last opportunity to get his company listed in the 1916 edition of THE TRANSFER and STORAGE DIRECTORY. To those who are subscribers of TRANSFER and STORAGE, the final request has gone out, and to those who are not subscribers, the third and last request will be mailed at about the same time as this issue of TRANSFER and STORAGE. Subscribers have been given four opportunities of getting in their listings. If you are not listed, don't blame us, we have done our part.

The Fidelity Storage & Transfer Co., St. Paul, Minn., always progressive, are working out a plan by which their seven horse vans will become horseless and two tractors supply the motive power to handle the seven vans. This scheme has a good principle back of it and deserves a trial. Some cities have ordinances that forbid vehicles without power attachment to stand at the curb—fool things. Pettit Storage & Van Co., Pittsburgh, Pa., have a scheme somewhat similar to the Fidelity company's in operation. The Fidelity company may experience some difficulties, such as meeting a schedule of two or more jobs at one time. If the same vehicles that are now used are used with the tractors consideration must be given to the speed at which they will travel, as their construction is too light for more than eight or ten miles per hour.

Philadelphia transfer and storage conditions are described in this issue. The article deals more perhaps with what Philadelphia has not than with what Philadelphia has, as regards the storage business. Philadelphia is probably the most backward of American cities as far as modern buildings for storage purposes are concerned. On the other hand, the freight transfer business in Philadelphia is very highly developed and well organized. Philadelphia has one thing in common with Cleveland of great advantage to the storage business. That is, leases are made from month to month instead of from April to April or October to October. We take off our hats to Philadelphia in some respects, but its buildings do need improvement.

The Illinois Furniture Warehousemen's Association is contemplating meeting at Cedar Point on Lake Erie next summer and is hoping that the New York Association will come in with them, so making one big convention instead of two smaller ones.

The idea of meeting at Cedar Point is a good one as it takes the Illinois Association into a territory where their influence can do good, and where the organization also will derive much benefit. The idea of combining the New York meeting with the Illinois is also good as two conventions, one in June and the other in July, are really too much for all the men that ought to go to both.

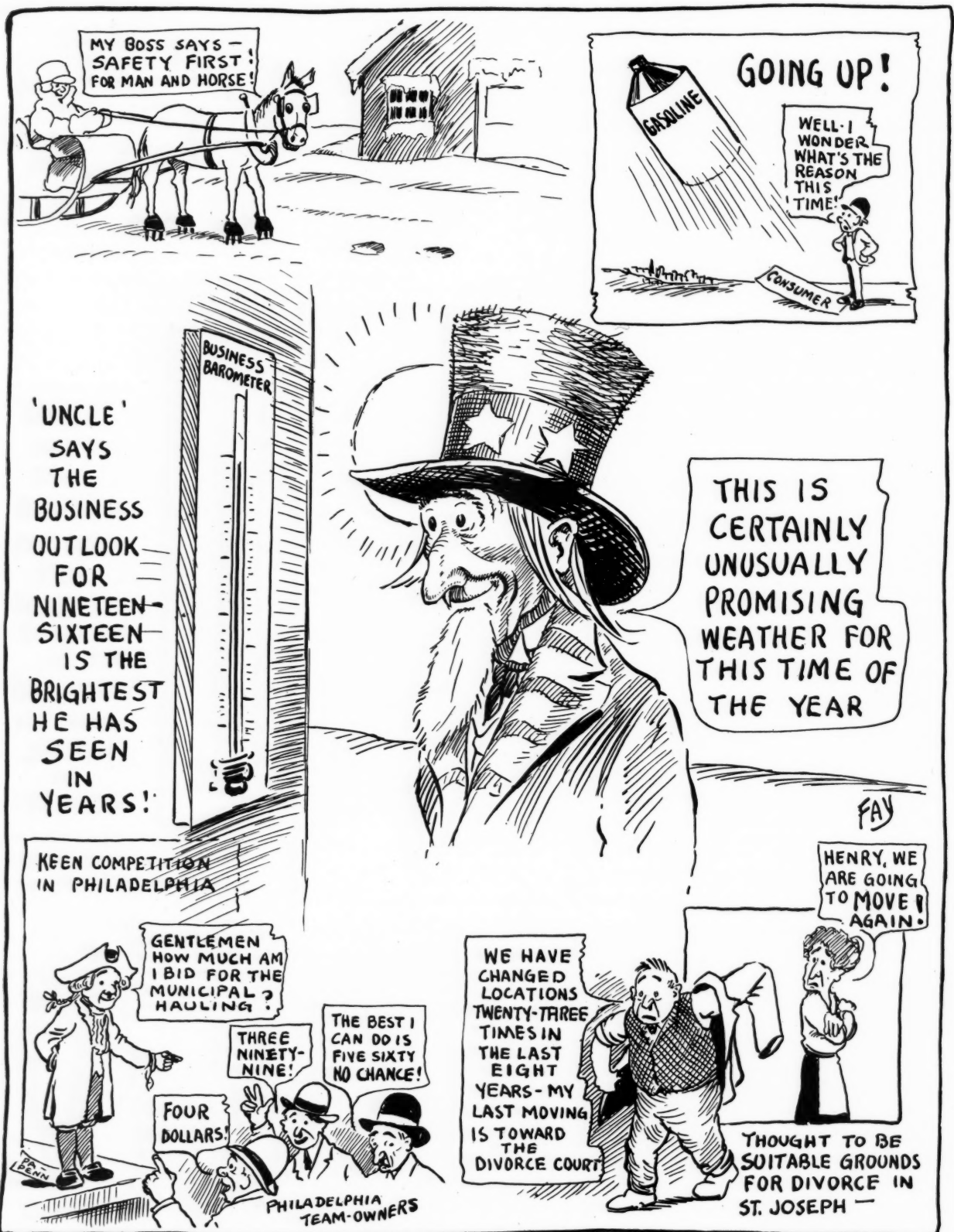
Railroad freight congestion is as bad again as it was before Christmas, and the Pennsylvania lines have put back the embargoes which had been partially lifted. New England seems to be feeling it worst. Bridgeport, which has had a tremendous growth during the past year, is complaining of a lack of freight transfer companies. Household goods of incoming families are left at the railroad stations until their owners get located. A free storage time ruling at Bridgeport would give this business to storage companies and relieve the terminal congestion.

Two dinners described in this issue, one of the New York Furniture Warehousemen's Association on January 17 and the other of the New Jersey Warehousemen's and Van Owners' Association on January 26, will go down in the history of the business as two of the biggest little events ever held in the transfer and storage industry. They say that the Baltimore Association is to give a little dinner soon. This is the season for dinners and banquets; the Chicago Cartage Exchange had a big one recently.

The freight transfer business is a cheap business in a way. Anyone can break in who has enough to buy or rent a horse and wagon and drive it himself. The household and merchandise storage business is a mixture from the cheap, small investment to the investment of a million dollars, in building, land and equipment. And yet in the storage business the little fellow with the stable and one or two floors of storage above influences the business more throughout its entire extent than does the little fellow with one team and one wagon in the freight transfer business.

The freight transferman, the baggage transferman and the van owners are common carriers. As such they have a right to hold all or a part of the goods carried by them for their charges. The minute they deliver the goods their charges amount to no more than an ordinary debt. As common carriers, these concerns are liable for all goods while in their possession. Is it preferable to be a common carrier and have the right to hold goods for charges or not to be a common carrier and be relieved from a common carrier's liability? Some will say yes to the first and others yes to the second, but these latter cannot alter conditions without defining legislation or a court decision.

News of the Month—Past and Present—in Picture



Cartage Exchange Elects Officers

On January 11, 1916, the Cartage Exchange of Chicago held its annual meeting and election of officers. The newly elected officers are: F. J. Finnigan, president; S. T. Clark, vice-president; J. T. Counsell, treasurer; J. P. Carroll, secretary; and E. E. Walsh, F. B. Giles and J. J. Cushing, the executive committee. All were unanimously elected; not one had an opposing candidate.

On January 29 the Exchange gave its annual banquet, at which the installation of officers took place. The banquet is the one affair of the year which is not devoted almost entirely to business and at which the ladies and families of the members are present. There was a good attendance in spite of the stormy, rainy weather.

The Crystal Room in the Hotel Sherman had been reserved and decorated appropriately for the occasion. Ex-Senator George W. Dixon, of the Arthur Dixon Transfer Co., was toastmaster and under his leadership the evening was doubly enjoyable. During the banquet the guests were entertained by both vocal and instrumental music, followed by the installation of officers. All of the incoming officers were called upon for short addresses, as were the retiring officers and members of the executive committee. The retiring president, M. Martin, was given a vote of thanks and a fitting present in appreciation of the work he did as president, and his patience under very trying circumstances. The incoming president was given a gavel.

After the installation of the new officers, the speakers of the evening, Judge Ninian H. Welch, and John P. McDonald, Chief of the Fire Prevention Bureau, were introduced and delivered very interesting and instructive addresses. Judge Welch spoke principally on organization work, and Chief McDonald on the work of the fire prevention bureau, and the steady growth of the city and changing conditions, of which the members of the Exchange were fortunate to be reminded.

After the speech-making, dancing and a mardi gras carnival on a ball room scale were enjoyed by the guests, who departed at a rather late hour of the night, all thoroughly satisfied with the night's pleasures, and complimenting the Entertainment Committee, Messrs. O'Donnell, Counsell, and Carroll, upon their work.

There was a tinge of grief added to the banquet festivities by the recent death of F. L. Goulding, a member of the association, and the serious illness of C. J. Harth. During the evening the toastmaster spoke in very complimentary terms of the character and work of Mr. Harth, and a vote of regret was given because of his absence and the hope expressed that he would soon recover.

J. P. CARROLL, Sec'y.

Philadelphia Also Elects Officers

Business in Philadelphia among the team owners has been very good the past 3 months, every one has a smile, and when you see the team owners in a good humor you can rest assured that business is good.

The Philadelphia Team Owners' Association has changed its meeting night from the third Thursday to the fourth Tuesday, also has moved its meeting rooms, to the suite of the Chamber of Commerce in a more centrally located section, and as the December meeting was the first held there, it was an agreeable surprise to all the members to see such elaborate headquarters. The Chamber of Commerce should be congratulated, as the rooms are of the finest, and it is very doubtful if they can be equalled in any city.

The meeting was very well attended as it was the election of officers for the coming year. M. Tracy, who will be remembered by most all the team owners in other cities, was elected president, and we certainly can look forward to a good progressive admin-

istration. J. S. Kaltenthaler, was elected vice-president; John Sheahan, Jr., financial secretary; C. N. Yagle, recording secretary, and the old standby C. Gleason was re-elected treasurer.

The retiring president, Charles Farrell, was presented with a silver service, and he was so much surprised that he could not talk, but he has since told me personally that he was as much pleased as a school boy when it is time for vacation.

At the present time, and since the tail-board delivery case, we have been getting good service from the railroads, and it is doubtful if there is a team owner that is dissatisfied. The Philadelphia & Reading Railroad is about finishing the improvements at their Thirteenth and Callowhill streets station, which they were ordered to make by the State Commission, and it certainly is a big improvement not only to the team owners, but to the railroad, as they will be able to handle at least seventy-five per cent more freight now, and there will not be any delay providing they employ men to truck the goods in proportion to the amount of business, and you can be sure that the team owners of Philadelphia will keep on the lookout that they do. Our main troubles are with the steamship lines now, owing to the embargo on certain freight which has caused congestion at some of the steamship lines.

I have been informed by one of the officials of the Merchants' and Miners' Steamship Co., that they are running out five and six boats a week under normal conditions. This line uses three boats each week running to Boston; of course, handling this amount of extra business in the same amount of receiving space, has caused congestion and delay, and it has not been unusual for teams to be in line 3 hours, and until 7:30 p.m. awaiting their turn. The team owners have been complaining, and their argument is, if the team owners' business increases, he must obtain additional teams to take care of it, and he must have them on time at the depots. If they were to give the same excuse as the steamship lines, they would be out of business in a week, yet the team owners, when the steamship lines have a rush on, must submit. We send our teams to their depots, stand in line, pay the men for overtime, and don't get one cent additional for hauling.

This is one of the principal grievances of the team owners, and we hope some day to eliminate it.

JOHN SHEAHAN, JR., Sec'y.

Congestion of Ports Affects Warehouses

Delay in the arrival of freight destined for consumption in New York City, due to the congestion of export shipments on the railroads, has proved a serious handicap to the local warehouse industry. It is stated that the situation has not been improved by the maintenance of embargoes by the different trunk lines, but, on the contrary, that it is growing steadily worse. As an example of the present conditions, one warehouseman explained that the delivery of a carload of tea, which normally took 3 or 4 days at most, now required from 5 to 6 weeks. Naturally, under these circumstances, with deliveries uncertain and always late, the receipt of goods at the warehouses is irregular and frequently products that usually go into storage for a short time are demanded for immediate use.

The policy of the railroads in holding export shipments in their own terminals loaded in cars on side trackings or in such storehouses as they possess is severely criticised by warehousemen, who consider that the congestion is chiefly attributed to these methods. That the shortage of ships is bound to produce more or less congestion here is admitted, but it is stated that if the railroads were willing to clear their terminals and tracks by storing export shipments in local warehouses until space on a vessel was obtained the situation would be tremendously relieved. Then if the railroad refused to accept export freight

except such as was assured immediate transfer to the ship here, it was said, the present involved conditions would probably not arise again.

"The warehouses are not benefitted by the heavy export movement," said the representative of a waterside company. "None of the goods in transit enters storage here, as the railroads persist in the practice of holding shipments in their own terminals, thus increasing the congestion which they are trying to relieve by declaring embargoes against the movement of certain classes of freight. The reduction of free time, as proposed recently, would be of some assistance, in that it would force some of the freight from the terminals and thus make easier the forwarding of shipments to vessels for export.

Interference with Deliveries

"If these were the only difficulties now existing, the warehouseman would have no just cause for complaint, for although he may consider that he should have part of the storage now handled by the railroads, the business is really in the hands of the railroads and never has been his. But domestic shipments are equally affected by the freight congestion and this means that the warehouseman is directly influenced by the embargoes. He loses money because the railroads do not make deliveries without great delays. Moreover, the managements of some of the railroads have adopted the policy of concentrating the movement of shipments in as few channels as possible, although how this can aid the situation is not easily to be seen. The New York Central, for example, will deliver only to its own piers and will no longer lighter its cars to the private wharves or public bulkheads. The warehousemen cannot get their goods in the ordinary way, but must go to the expense and take the extra time required to get shipments from the railroad's terminals.

Aside from the interference with domestic shipments of goods destined for storage in this city, the warehouses have lost much of the European merchandise which formerly came here. German and Austrian products have ceased to arrive here, while the importations from the Allied powers are restricted by embargoes and the larger requirements of these countries in war time. Many neutral countries of Europe have established a prohibition on the export of certain classes of goods, and these can no longer be sent here. The scarcity of ships has limited the amount of merchandise brought from some other sources, particularly from the Far East. Trade factors explain that, in spite of these deterrent influences, the volume of business done by warehouses handling foreign products is as good if not better than usual.

Storage of South-American Products

Representatives of the large dock companies state that their piers and storage space are entirely taken up and that their facilities are operating more nearly at capacity than at any time during the last year. At the offices of the Bush Terminal Co. the assertion was made that the increased trade with South and Central America had more than offset the loss to the warehouses from the decline in importations from Europe.

"The character of goods handled in those warehouses which depend largely upon imported products is changing," said an official of a prominent storage concern. "New York City is becoming the center for the distribution of Latin-American products. The South and Central-American countries are sending here a large part of the merchandise formerly sent to Germany and other countries where the demand has fallen off or where the existence of war has disturbed communication."

Hides, cocoa and coffee are the principal articles of South-American origin that have been placed in storage here in greater quantities than ever before. So long as leather manufacturers of the United States could obtain supplies from Europe the demand for South-American hides was small, and even during the present scarcity the use of these hides has not increased proportionately, mainly because they can be employed only for certain purposes, it is said. Recently the demand has risen

and stocks in the warehouses here have greatly diminished, but with continued heavy importations it is not expected that this condition will continue.

Heavy Stocks of Cocoa Diminish

Receipts of cocoa and coffee have been exceptionally large and stocks here have generally been maintained at much higher levels than during the years preceding the war. The probability that Great Britain will attempt to enforce a blockade of Germany has tended to soften the price of cocoa recently and owners of stocks here have been disposing of their holdings in anticipation of still further declines in price. Shipments that have arrived during the last 2 weeks have generally been sold out immediately rather than put in storage, with the possibility that the market might fall.

A Good Bad-Check Law

The Tennessee legislature last year passed an excellent law, which has proved very effective in stopping the bad-check nuisance and one which would be very easy for business men to get introduced and passed in other States. The law is as follows:

"A bill to be entitled 'An Act making it unlawful for any person to obtain money or other property or credit by check, draft or order which is not paid by the drawee, and where the same is not refunded or restored by such person on written demand mailed to his last known address; and making the fact of such person not having on deposit with the drawee such money or other property, prima facie evidence of said fraudulent intent.'

"Section 1. Be it enacted by the General Assembly of the State of Tennessee, That any person who shall obtain, with fraudulent intent, money or other property which may be subject of larceny, or who shall obtain credit with like intent, by means of a check, draft or order, of which he is the maker or drawer, which is not paid by the drawee, shall be guilty of a misdemeanor if the amount or value is \$30 or less, if the amount or value is more than \$30 he shall be guilty and punishable as in case of larceny of such money or other property, or of anything of value obtained on such credit, unless payment of such check, draft or order after giving 7 days' written notice mailed to the drawer's last known address, and the fact that such maker or drawer did not have on deposit to his credit with the bank, person, firm or corporation upon which such check draft or order is drawn, sufficient funds to pay the same when presented, unless such check or draft is paid or accepted when presented, shall be prima facie evidence of fraudulent intent.

"Section 2. Be it further enacted, That all laws and parts of laws in conflict herewith, be, and the same are, hereby repealed, and that this Act take effect from and after its passage, the public welfare requiring it."—*Retail Coalman*.

Council Considers Dray Licenses

After considerable oratory on the part of Mayor McEuen, Attorney R. S. Nelson and members of the council at a meeting of the city fathers of Coeur d'Alene, Idaho, the question of whether the Merchants Transfer Co. shall pay dray licenses on the wagons engaged in delivery of merchandise for the stores, remains on the table still.

The point on which the city officials and the transfer concern differ is whether the union delivery wagons shall be allowed to haul freight from the depots to the stores. The Mayor and some of the council maintain that that is draying. Attorney Nelson, who represents the merchants and the transfer concern, says it is not, except under a strict interpretation of the question.

It was stated that many of the independent draymen of the city oppose the request of the Merchants Transfer. Councilman Nelson thought that such draymen should be allowed to present their opinions to the council formally, and on that account the matter was laid on the table for further consideration.

The Transferrer's Losses by Theft

The Cartage Exchange of Chicago has done much to cut down the losses due to thefts from wagons, suffered by its members and the teaming fraternity of Chicago generally. In view of this fact, the following paper on "Losses by Theft," read at the annual meeting of the National Team & Motor Truck Owners' Association last June by N. F. Ratty of Chicago, now president of the Association, should be interesting to many of our readers:

Loss by theft may seem to the uninitiated on first thought to be a small proposition, covering only the money value of the articles stolen. When we consider the many causes, the methods employed, the far-reaching effects and the remedy, it develops into one of the most serious problems with which the teaming man has to deal. He can charge the money to profit and loss, but that does not dispose of the other phases of the matter.

In every city there are a comparatively large number of habitual thieves, whose early environment, training and nature make thieves of them. This class steal because they are thieves, because they would rather live by stealing than by work, although, considering returns, most thieves could get more profit from honest work. There is another class of men, not born thieves, who are weak characters and become thieves only when overtaken by some misfortune, drunkenness, sickness in the family, lack of work, etc. The first class of thieves is made up for the most part of men known to the police and these are probably the easiest to handle, for suspicion always keeps the team owners and teamsters on the guard against them, and to them the police always direct their attention in case of loss. The second class is more difficult to handle. Often these men are or have been employed in legitimate enterprises; sometimes they even work for the team owner; and in case of theft, without some positive clue, suspicion fails to rest upon them.

With the first class, habitual criminals, there is no doubt as to what course should be taken in case they are apprehended. No clemency should be shown them. They commit the crime with purely criminal intent, fully knowing their wrong, and should suffer the consequences. Kindness with them is lost.

Problem of Thieving Employees

With the second class a very serious problem often arises. It may develop that the man arrested is a man of family and hitherto good habits, who had been employed in honest work, and whose punishment as a criminal would bring innocent third parties, his relatives and sometimes his employers, into embarrassing positions. Of course, they should be punished, but it is often difficult to determine what kind and degree of punishment they most merit, to make them better citizens and prevent others from copying after them. These men must have more temptation and a better opportunity to steal than the habitual criminal, but they are ordinarily less artful in covering up their tracks and it is easier to follow up clues in their cases.

Nor are they liable to have the carefully prepared "get-away" and explanation for everything the habitual criminal has. They seldom map out their course of conduct beforehand. Their associates, not being continually on their guard and not expecting their friend's arrest, are more inclined to give information and the skilled detectives find it easier to locate the right man. When it comes to the matter of prosecution, more considerations enter into the case than in the case of the habitual criminal. There is the family and the employer, if the accused have any; the fact that he has been apparently honest in the past, and while he himself does not always beg for mercy, his family and friends usually do and they are all given consideration by those in authority.

Human charity often prompts employers to be very lenient with this class of men, allowing them to go with nominal punishment, or even with none at all. In such a case, if the culprit is naturally somewhat weak morally and mentally, leniency is lost upon him, and often mistaken by him as a condonation of the crime and actually encourages him to further thefts and soon brings him into the class of habitual criminals. Such a man may become the employee of any team owner who does not most carefully look into the record of every man he hires.

Thefts from Wagons Easy

Certain classes of freight, hauled in open wagons, make it easy for the wagon thief. Valuable small packages, often having no particular identifying marks, are of necessity placed loose upon the wagons, which are seldom screened. In the long, dark evening hours of winter, when the streets are crowded and everybody is in a hurry, these loads of valuable freight offer a good field for the operations of the thief.

Police protection is of great value, but as a rule the city police, working fixed hours and on all kinds of work, are not able to systematize their work in this line in the most effective way. They often recover the property, have the criminals punished and do all they can to protect the rights of the honest man, but it needs more than the work of the general police and detectives. In every city it needs the attention of men of particular training and experience in that line. The cartage of freight is of sufficient importance in every city to warrant the detailing of one or more detectives to work on thefts from wagons, and a good way to get such a detail is for the teaming men to co-operate, using as their agent to negotiate with the officials some man who has in the past interested himself in local politics and in the election of city and state officials.

These men can ask for consideration without having the official tell him he accommodates only those who have befriended him in the past. Such a detail of detectives can come to know many of the habitual thieves, their "hang-outs" and the "fences" where they dispose of the stolen property; the conditions which make occasional thieves; can locate "fences," pawn shops and junk dealers where stolen goods can be disposed of and give them the attention they deserve.

Ounce of Prevention Counts

To have the habitual thieves systematically pursued, their loitering places frequently invaded, the places where they dispose of stolen goods watched and visited from time to time, keeps the thieves and fences in continual suspense, often causing the thieves to move and the fences to quit business. Under such a system the prevention of other intended crimes is of more value than the work done on those that have been committed.

Occasionally we find city and state officials who are always counting votes and who may be hard propositions to handle in the prosecution of a thief. The thief and his friends very often take considerable interest in the election of officials and do effective work in getting votes for those officials who have or will befriend them. The time-pressed business man often finds it impossible to even get out and vote promptly and turns down any candidate who approaches him on the campaign, often regarding the election of city and state officials as a "political" matter beneath his standing. This lack of interest in the election of good officials often puts influential office holders under obligations to persons whose actions they would not countenance for any other reason than the political support they can give.

Last come the effects of the theft. A theft takes place,

and in most cases the loss of the money value is the first effect. The business man tries to keep it a secret, but it becomes known to the employees. If the thief is apprehended and his punishment promptly advertised, it has a deterrent effect upon the would-be thieves; if he is not caught others are encouraged the wrong way. Too many thefts will demoralize the morale and break up the organization of any body of employees, whether they are committed by the employees or outsiders.

The customer of a team owner will overlook a few thefts, particularly if the team owner makes them good, and his own employees are not involved, but if friction arises over the adjustment of the loss, and the employees of the team owner only are brought into the matter and the customer is compelled to go to extra work and trouble which is not of profit to him, he is liable in time to seek the services of other cartage contractors.

Private Detectives Representing Association

Private detectives can be employed to a good advantage, giving the choice to men of police detective experience and long residence in the community. As a representative of any organization such a man can deal with the officials better than can the individual team owner himself. The bias incident to suffering loss by theft is not found in this man; he is not pushing his own case with selfish motives and cannot justly be charged with persecution. It soon becomes known that an organization maintains such a secret service bureau, and that knowledge has a deterrent effect upon many a would-be criminal. It is also understood that the organized efforts of many team owners are behind such a bureau and that lends it power and demands respect.

In Chicago we have proceeded on the above lines. We have had special details of plain-clothes men, who have made rounds of known fences and thieves' "hang-outs." This work is supplemented by that of our own detectives. These men report to the office by phone at stated intervals. Our list of fences has been built up largely from reports of various team owners who have traced stolen goods to them.

The men make daily rounds of freight depots and yards, and the streets and alleys where the most stealing is done, visiting some of the places several times a day, but at no definite time, so that the thieves who come to know them cannot figure out when they will arrive. They often turn up at the most unexpected time and place. Upon learning of a theft, most of the team owners, or their employees, sometimes the teamsters themselves, report immediately to the Exchange, and in some cases to the nearest police station, but more often the report to the police station is left to our own detectives, who, being familiar with the work of the police department, know what department to call to get the quickest service, and what information is most needed in apprehending the criminal.

Advertising Helps

Posters have been placed in most of the stables of members of the Exchange, and in some offices, offering a money reward for information leading to the conviction of thieves. This serves as a constant reminder to the thieves that we are after them day and night. Upon the arrest of a thief, an experienced detective assembles the evidence, and follows the case through the courts. All this work is of more value and importance because of the stealing it prevents than because of stolen goods recovered or criminals punished. Since the institution of this system stealing from wagons and places of business of teaming men has been very materially decreased. Daily reports are made by the detectives employed, showing just how their time has been spent. These reports are read at the regular meetings and commented on there. Various leads are

given in by the members, which can be followed up by the men in their investigations, and the exchange of views is of benefit to all. Also, these reports put the team owner on his guard against the occasional thief who makes a practice of taking work where he will have an opportunity to steal.

Taking everything into consideration, the war against thieves is one in which team owners must co-operate and to which too much attention cannot be given.

If the Truck, Why Not the Horse?

When a business man buys a motor truck he appropriates a certain amount of money to fit that truck with the accessories necessary to make it an economical success. He puts high-priced men in charge of it, gives it a special home in which to spend its idle time, buys non-skid chains for its wheels in the winter time and a radiator gauge for summer use and even goes so far, in some cases, as to revamp his entire delivery system, changes being made in department stores for example, clear back to the wrapping desk within a few feet of where the customer buys the goods.

It is altogether fitting and proper that he should do this; he is buying an expensive piece of machinery and wants to take every precaution that that piece of machinery shall be as efficient as it can be made. But when that man had horses, or with the horses that he still might have, would he take any special precautions to make and keep those horses efficient?

The chances are that he wouldn't. Horses have been doing the same old things day after day for too many years to get any special consideration. They have been on the job so long, and the devices and ideas designed for their economic betterment have been out such a comparatively short time that they have not been taken up by the owners of horses. Then, too, the motor truck is an innovation and its effects on a transportation system are revolutionary.

Horse Can Be Made More Efficient

But, the horse just as well as the motor truck can be made more efficient. There are various things on the market, "horse accessories," we might call them, the purpose of which is to increase the efficiency of the working horse. By efficiency we do not mean "speeding up" but the elimination of waste and the reduction of the percentage charged off for depreciation. Horses depreciate just as motor trucks do.

How many horse owners, when winter's snow and ice cover the streets, take the trouble to fit their horses up with a set of sharp calks or rubber shoes and try out these devices which are intended to prevent the horses from slipping on the icy pavements? And yet if one of his horses slips and breaks a leg, is shot and the carcass sold for a few dollars, that team owner will cuss his luck for a week. And yet pavements are comparatively new things arranged alongside of the length of time horses have been carting the products of the world back and forth, just as the devices intended to offset the disadvantages of pavements are comparatively new things.

Of course the actual results of calks or rubber or fibre shoes are intangible. The team owner is too apt to figure at the end of the winter that it was a light winter anyway, and there really wasn't any use in the added expense of fitting his horses up with non-skid shoes. The following winter he leaves them off and loses quite a few horses. Consequently that winter goes down in his memory as a hard winter. Too many team owners blame the weather when they should blame themselves for not taking advantage of the special devices offered for preventing the loss of large sums of money.

Then, too, there is the feeding problem. Man has improved much on the dishes that his ancestors dined upon and yet the

average team owner believes that because horses have eaten dry hay and oats for years, dry hay and oats are all they require. Dry hay and oats are not the horse's natural diet. The horse's ancestors fed upon fresh grass for the most part. Man's ancestors fed upon meat. Man still feeds to a great extent upon meat, but the horse gets along on something his ancestors didn't eat.

The motor truck must have a special house to live in. That house must have good light, fairly good air, its floors must be clean and it must be readily accessible to the street. On the other hand, the horse is usually stuck in anywhere space can be found, in an ill-lighted, poorly ventilated, unsanitary building. The horses contract disease and die, whereupon the team owner cusses his luck for another week. If the motor truck, a mere machine, offspring of man's brain, must have all these things, why should not the horse, an animate being, offspring of a higher intelligence than man's have them?

Not only should humanitarian reasons make the team owner kind to his horses. Economic reasons alone should be sufficient to insure the proper care and treatment of horses by their owners, and their owners should go further. They should instruct their employees to treat their horses properly and to see that any employee mistreating a horse should lose his job on the second offense.

For the horse is on the productive end of the transfer and storage business, and in nearly every business it is the productive end that gets the most consideration. In a business office where most of the income is derived through the mails, every opportunity that offers to reduce the costs or to increase the efficiency of that end of the business by increasing the investment, is taken advantage of. Why should the same thing not be true of the productive end of the teaming business?

Lack of Truckmen Causes Congestion

One of the causes for any congestion that may exist at the Bridgeport, Conn., freight station is the rapid and gigantic growth of Bridgeport's industries, which has occasioned such a demand upon the draymen of the city that they are unable to cope with the situation.

It was learned from a representative of Christopher Rickard, one of the largest of the city's draymen, that he is now working 150 horses and fifteen automobile trucks, in the hauling of freight alone, and that Mr. Rickard is not taking any extra work. It was said by his representative that he has turned away enough orders for movings and for hauling freight of transients to support a thriving trucking business, and that he has taken but two orders for moving household furniture within a month.

From W. M. Teller, special agent of the New Haven road, it was learned that none of the freight now at the Water street freight house, which is the only station in the city where freight in less than car load lots is handled, has been there more than a few days with the exception of a few consignments of household goods shipped here from other cities by people who up to this time have been unable to find houses in which to move their belongings.

Has Abundant Sidings

Mr. Teller said that reports to the effect that the road is not adequately supplied with sidings in Bridgeport is not well founded, and he pointed out that the road has a capacity for 130 cars at its East Bridgeport yards, forty cars at its Union street yards and sixty cars at its West Bridgeport yards. At each of these yards nothing less than car load lots of freight are either loaded or discharged.

The capacity of the Water street freight house is said to be approximately 500 tons a day, and while fully this amount of freight is being handled there daily, there is no congestion or delay caused by the railroad. The road, Mr. Teller said, has but little difficulty in finding men to handle the freight, and he pointed out that seventy-five freight handlers and twenty clerks

are now employed at the Water street depot, and 150 men and thirty clerks at the Whiting street depot.

300 Per Cent Increase

The volume of freight handled at the Water street depot has increased, according to Mr. Teller, fully 300 per cent within the last year, but the number of truckmen in the city has not increased materially, and these have not increased the number of their teams and hauling facilities to any great extent.

To facilitate the handling of the freight certain sections of the freight sheds have been set aside for the largest of the local manufacturing concerns. These number about sixty, it is said, and into these is placed all of the freight consigned to them as soon as it arrived. There are also about forty of the largest truckmen who have had sections set aside for them, each manufacturers' and each truckmen's section being marked with a letter or a number, which immediately identifies it as the section of some particular patron of the road. Bridgeport, it is said, is the only city in New England, where the road has co-operated with its patrons to this great extent in facilitating the handling of freight matter.

Local Transfer and Storage Firms Rated Among Best

The transfer and storage companies of Pittsburgh have been said to be among the finest in the country.

The men who conduct this business here are among the most progressive and enterprising in the community and they have introduced many up-to-the-minute methods in hauling and storage. Some of the leading storage concerns in the United States have adopted methods of handling and storing furniture and other articles, which either originated in the fertile brains of the local storagemen or were first tried out in this city.

The facility and safety with which the largest contracts have been handled is a constant source of admiration to Pittsburghers who have occasion to seek the services of storage companies.

Immense automobile drays, each large enough to hold entire houses, are a feature of the local organizations. The men employed by the Pittsburgh firms are expert packers and because of the strict rules laid down by their employers, are among the most careful handlers of fragile articles to be found anywhere.

Practically all of the large transfer and storage firms in Pittsburgh operate reinforced concrete and fireproof buildings. Thousands of feet of floor space are divided up into commodious rooms, and these are rented at the lowest rates obtainable in any city. In addition to the additional safety of modern buildings, the companies insure everything placed in their care.

In the settling of claims arising out of accidental damage or loss of property, the local concerns are said to be the most prompt and liberal of any in the country and the percentage of such claims filed in Pittsburgh has been reduced to a minimum through the splendid system which has been adopted here.

For the stranger approaching Pittsburgh on any of the railroads entering this city, the old trouble of arriving at the station, bewildered by the sights and sounds of the city, and being compelled to place his baggage checks in the care of irresponsible baggage men, is a thing of the past.

Neatly uniformed agents representing the best storage and transfer companies in Pittsburgh meet all trains just before they enter the city and for a nominal charge relieve the passenger of all worry as to the handling of their trunks, upon arrival.

The transfer companies doing business in the downtown section enjoy the confidence of the business men to a large degree. These firms handle thousands of freight bills of lading annually, representing millions of dollars' worth of goods consigned to local firms, without loss or damage. Many of these firms take charge of the handling of claims with the railroads, in behalf of their customers, and are often instrumental in saving their patrons considerable sums, as well as a great deal of worry.—Pittsburgh Leader.

Advertising for the Household Goods Storageman

The following paper on "Warehouse Advertising" for the household goods storage company, was read at the annual meeting of the American Warehousemen's Association, held in New York City last December, by A. C. Dell of the Haugh & Keenan Storage & Transfer Co., Pittsburgh, Pa.:

A DETROIT hunter, who went down to the Monroe Marshes for a little shooting one day, says he encountered a boy on a raft who was baited for crabs, and, tossing him a nickel, inquired:

"Boy, is there shooting around here?"

"Yep."

"Seen any snipe?"

"Yep."

"Will you put me next?"

"Yep—but if you go to shoot over this way you'll hit dad, who is after frogs, and dad is a onery mean cuss when anybody fires bird shot into him. If you shoot over that way you'll pepper me brother Bill, who's allus got a line out after dog fish. Bill, he allus raises a rumpus when he gits shot. Over that way is where ma is huntin' for a lost calf, and if you pepper her, dogonit! Dad will want \$500 damages."

"But I can fire in all other directions, can I?"

"Yep, but aim pretty high, Mister, as the rest of the seven children is scattered around after roots or fish bait, and we have to drive 3 miles to reach a grave yard."

Hunting in Michigan is evidently as full of possibilities as advertising. You may not get what you go after, but you stand a chance of hitting something no matter where you shoot.

There is probably no legitimate business proposition which cannot be benefited by publicity. But there is always a right kind as well as a wrong kind of publicity.

Advertising is salesmanship.

Things Are Sold Not Bought

In these days not many things are bought—they must be sold. This is rather a curious paradox but nevertheless true. Whether a man is offering service or silk, space or spaghetti, he must bring it to market and not wait for the market to sit up and cry for it like children for a certain soothing syrup.

The old saw that if a man makes a better mouse trap than any one else, the world will wear a path to his door even if he live in the depth of a forest or on Pike's Peak, may be true if the world is first convinced by his advertising that it is superlatively the best mouse trap.

In this day and generation, however, it is more likely the world, instead of blazing a trail, would call the trapper by telephone and order the trap delivered by the Jitney Special Auto Truck Service.

In selling, or advertising household storage there are three avenues of approach:

- Protection,
- Space,
- Service.

And the greatest of these is service.

Of course, as has been asserted, no one is going to give up his happy home simply for the purpose of making business for a storage warehouse. Neither is any man going to commit suicide just to give a cemetery company a chance to sell another lot. But the man will die some day and need space in which to store his mortal remains. So the cemetery advertisement suggests the idea of preparation and the locality and the man buys the lot for the same reason the old lady bought the coffin—

because it was a convenient thing to have around the house.

By the same reasoning there is a large and ignorant public which knows nothing about the possibilities of modern storage. They do not realize the protection that is supplied, the ease with which the latest methods relieve them of the trouble of breaking up housekeeping for a period, nor the moderate price at which space may be rented.

There is a new public growing up every year, and it is for its benefit that the many millions of money laid out annually for advertising is spent.

And one thing is sure, if modern facilities were not so satisfactory, there would be a marked reduction in the amount of storage procurable now, for surely the old-time vermin-infested, ramshackle building of grandfather's time could not possibly compete with present construction and catch the business that is on the street today.

Many persons argue that a satisfied customer is the best advertisement. That is true—but it is a most perniciously slow operation of producing results. If you lie in ambush for results from that kind of advertising alone, you are not only going to lose a lot of interest on your investment, awaiting the fulfillment of your hopes, but throw a damp mist on your enthusiasm. Undoubtedly such business will be grand when it comes—so will the millennium, and one wait requires about as much patience as the other.

It is claimed that publicity by means of printer's ink is too much like firing into the air.

Well, there is a percentage of waste in all advertising—some greater than others. But, has consistent, educational advertising of household storage ever been attempted? Is it not true that it has been condemned as useless without trial?

Like the little boy who worked one week for a lawyer and then quit. When asked if he did not like his work he said, "Naw, I don't think much of this law business. I'm sorry I ever learned it."

First of all then, protection.

Of course there is insurance, and the low rate in the well-built warehouse is one talking point. But every householder has many articles of sentimental value, for which, in case of damage or destruction, a money equivalent is not satisfying. Therefore, a second and most appealing talking point is security—that is security from fire, vermin and decay.

Security a Big Point

To have an old heirloom damaged is regarded by the superstitious as about the same thing as breaking a looking glass or walking under a ladder. Give reasonable assurance that the property is as safe or safer than at home and a customer is made.

Approaching the subject of space, having educated the public concerning cleanliness and safety, the two talking points are accessibility and price. They do not know how easy it is to examine and withdraw personal property. They have not been told that courteous attendants are always ready to lay their goods open for inspection. They must be informed of these facts and furthermore that there is no charge for the privilege of withdrawing any desired article unless a great deal of labor is involved, in which event but a nominal charge is made for overhauling.

The public has an idea that goods stored are practically sealed up not to be touched until the entire lot is removed or imagine some such fantasy.

A professional advertising man can tell you that the average

public is about as ignorant of what is commonplace to the advertiser as is a child studying the alphabet or attempting geometry.

The successful secret of all advertising is to make everything plain so that, "He that runs may read, and reading, understand."

Then talk price. Not cut price, for that is unnecessary as the dear public thinks the price, whatever it may be, higher than it should be. That is often the deterrent.

Display the Price

There was a man one time who needed a pair of shoes. He had not much money to spend. He saw the shoes he wanted in a window. He looked at them long and lovingly. He feared, however, they would cost more than he could afford to pay. They were not marked, and he did not like to go in and ask the price for fear they were beyond his means, and he would be embarrassed. So he turned away. Passing another store he saw the same kind of shoes in the window. There was a price ticket on them. The amount was within the limits of his pocketbook, so he purchased them.

What is true of shoes, is just as true of storage space.

It is unfortunate both for the reliable warehouseman and also for the party taking his first venture at storing that the latter may be influenced by a low rate or he may be beguiled by promises of the warehouseman who is foolishly satisfied if he only gets the prospect into his clutches. But with the second and succeeding ventures the customer will be more wary. Once you have satisfied him you have his confidence which is retained until it is abused.

In large cities, where there are many good warehouses, the problem is how to get the prospects coming your way. With the new warehouse, or with one that is rapidly extending, a cut price has been the drawing card—the slogan in such cases too often being "never mind the price—get the goods."

Where your warehouse is large and you see an increased amount of unoccupied space the temptation is to take goods at any price. It is to be regretted that those who take up our business feel that they should at once build a large warehouse. Experience has shown that the most successful have begun with a house of modest proportion and have extended as the business required.

But with a cut price the newer house will not take away the business that belongs to another, if the work of the first has in the past been satisfactory. If, by chance, some former patron should be tempted, as a usual thing he gives warning by quoting the new competitor's rates to the old before changing his patronage.

It is at this point particularly, that the element of service demands our attention. It at once becomes an exceedingly important talking point and moulds public opinion, as it covers the whole transaction from the careful estimate through the skillful packing and removal down to the obliging attention all the time the goods are stored.

Repeat Business the Best

In a large community there is a constant influx of new people. The mover who first establishes the transients in their homes, if his service has been satisfactory and his storage equipment is adequate, will naturally have the preference. It is not necessary even that he have a fireproof warehouse. If he has given an efficient service, if his place is cleanly and indicates that he is trustworthy, he will come pretty near to getting the business of the careful housekeeper.

There is a large element in every community, however, that entrusts its household cares to others and relies on the judgment of others, whenever ours or any other service is required.

If our service has been satisfactory to these others, their recommendations will go a long way to turn the business in our direction, even though our charge may not be the lowest.

We are concerned with those who have been badly treated in their first experience in storing or those who are inclined to rely on their own judgment in selecting a storage warehouse. How can we reach them? How can we get them to know about us?

There are many mediums which might be employed for general publicity for any concern seeking business over the entirety of a large city. The bulletin board and the newspapers are, without doubt, the most effective methods of quick, incisive approach, although the classified portion of the telephone book is not to be neglected. Where a smaller community, or section of a city, is directly served and is really considered the clientele, pamphlets, folders and circular letters are result-bringers. This is probably the better method for a small warehouse, as it reduces the cost of advertising and sufficient business can be found by this plan. Street-car advertising is also good.

Booklet Is Important Feature

In any event, whatever kind of advertising is used, to first interest the prospect, there should be a suitable booklet covering all the advantages with which to follow up inquiries.

Yet with all this you may send the public attractive circulars, letters or literature at a time when they don't require your services. You may put signs all over a community to be forgotten after their newness wears off, and when storage service is required, your signs are probably forgotten, as is also your name, unless it is a household word.

But there is a form of sign that is generally admitted as one of our best advertisers and that is a clean, attractive moving van or motor truck, well equipped and manned by a crew of fairly neat and competent-appearing men. These vehicles, being constantly noted on the main arteries of traffic, flashing to and fro, impress the public that you are busy and the public usually wants to trade with the busy house. Orders are sometimes placed with high-class houses to heighten the tone of the incoming tenant with the neighbors and lift vans are occasionally used to give distinction to a removal.

Value of Location

In locating our warehouses few of us give much attention to the advertising value of the location. We are deterred from buying the land we should by a slight additional cost of site. It is known that two sites were offered to a warehouse company some years ago in New York. One of these, it is recalled, was on Columbus Circle. Any New York warehouseman can see what the possibilities for business are at that point. And the site selected, not nearly so good, costs but a few thousand dollars less. But, you say, "We have our sites selected and our warehouses built." Very true, if our site be not so good, and our building not erected, we might partly correct the first error by erecting an impressive-looking building that will cause comment, that we can constantly place before the public on our letterheads or in some other form of advertising. Some warehouse buildings impress one with a feeling of confidence at once. Take for example, the buildings of the Manhattan Storage & Warehouse Co. of New York, the Security Storage Co. at Washington, or the Park Fireproof Warehouse at Chicago. These are just isolated instances that can be recalled at the moment. Do not the pictures of these buildings on the company stationery impress you at once that they are houses of responsibility, and is it not possible those who work in such houses are unconsciously impressed with their dignity and strength?

The selection of an attractive name for a warehouse is, perhaps, another matter deserving of attention and consideration.

Yet how many warehouses are there with names that are themselves of no advertising value?

Well, we haven't the best site, nor have we striking-looking buildings, then we must study how we can add to the attractiveness of our buildings by signs or otherwise, and startling changes can often be made at small cost.

Do we pay sufficient attention to the value of night signs? We do not hesitate to spend a hundred or two hundred dollars for advertising in a telephone book, society papers or miscellaneous programs. For a similar sum we could operate at the top of our building or down the side, an appropriate electric sign for a year; something that would attract attention and cause comment at a time when the mind of the public is in a receptive mood.

"Constant Dripping Wears a Stone"

If the people do not want our services constantly, as they want soup, biscuits and other commodities, we must keep continuously before them, in one form of publicity or another, the service we have to offer and make up our minds to appropriate a certain percentage of our earnings each year and lay that sum out to get the best returns. If we determine on catering to the community in our immediate vicinity, our methods will be different than if we are endeavoring to reach those who may want our services in the entire city. It is said that human nature is alike where'er you go, and yet it has been found what is successful advertising in one community is not so successful in another, and there is no subject that requires greater study than this subject of advertising.

More Streets for One-Way Traffic

In the recommendations made by the New York *World* as a result of its recently completed survey of traffic conditions in New York City the first of a list of "administrative changes that might profitably be made under existing laws" was this:

"Increasing the number of one-way streets."

Police Commissioner Woods has given notice that beginning soon one and one-quarter miles more of streets would be restricted to one-way traffic. They are the following:

Cortlandt street, from Broadway to Greenwich, for westbound traffic only.

Deey street, from Greenwich to Broadway, for eastbound traffic only.

Thomas street, from Hudson to Broadway, for eastbound traffic only.

Leonard street, from Broadway to Hudson, for westbound traffic only.

Franklin street, from West Broadway to Broadway, for eastbound traffic only.

Thirty-second street, from Seventh to Fifth avenue, for eastbound traffic only.

Thirty-third street, from Fifth to Seventh avenue, for westbound traffic only.

Forty-third street, from Vanderbilt to Madison avenue, for westbound traffic only.

Further Additions To Be Made

These changes, which will affect traffic to and from the Cortlandt and Liberty street ferries in the jobbing district, and to and from the Pennsylvania and New York Central terminals, will increase the mileage of one-way streets in the city to three and three-quarters. Further additions are to be made to the list, and it is probable that the next batch of streets will include some of those on the lower east side, which were shown by the *World's* survey to stand in especial need of such treatment.

One per cent of the street mileage of the Borough of Manhattan has now been brought under one-way traffic restrictions, which have been found to work with complete success in every instance so far established. The method is of especial value where, as in Nassau street, pedestrian traffic is of such volume during most of the day that the sidewalks are entirely inadequate. With vehicular traffic moving in but one direction, it is possible for pedestrians to use the roadway with greater safety and greater speed.

The extension of the one-way streets to the jobbing district, through the centre of which run Thomas, Leonard and Franklin streets, is expected to have an unusually beneficial effect. Wagons not only move along these streets constantly throughout the day but the curbs are lined with them as they are being loaded. With a wagon at either curb room does not remain for two more to pass, while there will be enough for one to make its way through.

Will Facilitate Cab Movement

Holding Forty-third street to westbound traffic between Vanderbilt and Madison avenues will facilitate the movement of cabs from the Grand Central Terminal, whose carriage entrance is on Vanderbilt avenue. Vehicles will hereafter enter Vanderbilt avenue from Forty-second street and make their way out by Forty-third.

Restrictions affecting the Pennsylvania Station will make Thirty-third street the way of approach from Fifth avenue, Broadway and Sixth avenue and Thirty-second street the way of departure. The arrangement will have an important bearing on traffic bound for the hotels, three of the largest, the Martinique, the McAlpin and the Waldorf-Astoria, lying along Thirty-third street.

In working out the additions to the one-way streets Commissioner Woods took up the details with the property owners on the streets affected. He got the consents of all, and he said yesterday that he got them without trouble, despite the large number concerned.

Postmaster E. M. Morgan co-operated with the Commissioner in working out the scheme, several of the thoroughfares being embraced within the mail routes.

Far Rockaway enjoys the distinction of being the only section of the city outside Manhattan to have one-way streets. Central avenue, between Norton avenue and South street, is restricted to southbound traffic. South street, between Broadway and Central avenue, is restricted to eastbound traffic.—New York *World*.

Street Railways and Snow Removal

As evidence that the street railway companies are beginning to appreciate the importance of removing snow from the streets alongside their tracks as well as from the tracks themselves, the following is taken from a paper by a street railway man, appearing in the *Electric Railway Journal*:

"It is becoming more and more important not only to keep the snow from accumulating on the tracks, but in the cities to remove it promptly from the street adjacent to the tracks for a distance at least equal to the width of the average vehicle. While it seems that the municipalities ought to take care of the prompt removal of the snow from the sides of the street, experience shows that it is not being done. Until more can be accomplished in the line of co-operation with municipalities the railways for their own protection will have to clear the streets to a certain extent. When the railway tracks offer the only pathway through a snow-covered street, the speed of the cars will be measured by that of the slowest wagon upon it, and a big part of the loss from snow is traceable directly to reduced car movement."

Card Forms for the Transferman

ON this page will be found four printed forms as used by transfer companies to keep track of the work done by the rolling stock. Form No. 1 is used by A. J. Keyser of Cleveland. This sheet is 17 by 9½ inches in size and is made up in pad form, with perforations for loose-leaf filing. It is known as the "Day Sheet," one or more sheets as required being used for each day.

At the top is a space for the date. Along the left column is space for the driver's name or number followed by two divisions headed "To" and "From" being for the time taken by each job. The name of the customer is written in the center space. At the right are spaces for the amount of cartage, freight, the total of these two, the storage, credit and the bookkeeper's check. As the customer telephones in for a job to be done, the notations are made on this sheet, the weight of the material to be hauled being named, and as cartage is on the 100-pound basis, the charges for this service can be readily written in. If freight is to be paid this amount may also be inserted, as with storage. The bookkeeper checks this sheet when the items are entered in the ledger under each customer's regular account.

Form No. 2 is the "Despatch Sheet," used by the Andrews

Cartage Co. of Cleveland. This sheet is 11 by 8½ inches in size and is of heavy paper board. At the left are the numbers of the different wagons or trucks in service. Next is written in the name of each driver and the remainder of the sheet is given over to divisions of time from 8 o'clock in the morning to 6 p.m. As orders come in for work to be done, the despatcher can tell just when he will have a team at liberty to handle the work.

This is made possible because, when the work is laid out for a driver and vehicle, the amount of time that it will take to perform this work is estimated at the office and a line drawn from the driver's name to the hour at which the vehicle should return to the office. For example, a job might be given Wagon No. 7 at 9 a.m., which, it is estimated at the office, will keep that wagon busy until 1 p.m., including the driver's time for lunch. A line is drawn through 10, 11 and 12 to 1. Other work may keep the remainder of the vehicles out until 2 o'clock or after, so that if a customer calls up and asks for a vehicle, the despatcher can say that he will have one between 1 and 2 p.m., knowing that Wagon No. 7 should be in soon after 1 p.m. and can reach the customer's place of business sometime before 2 p.m.

The image displays four distinct forms used by transfer companies, arranged in a collage. Form 1, the 'Day Sheet' from Cunningham Transfer Company, features a date field, a customer name field, and a grid for recording driver names, times, and charges. Form 2, the 'Despatch Sheet' from The Flesher Transfer Co., is a grid-based form for tracking wagon and driver availability by time of day. Form 3, the 'Drivers Daily Report' from Cunningham Transfer Company, includes fields for file number, company name, customer name, destination, and amount. Form 4, the 'Office Copy' from The Flesher Transfer Co., contains fields for received from, delivered to, quantity, weight, and charges, along with a section for cash received and signed.

Form No. 3 is used by the Cunningham Transfer Co. of Pittsburgh and is the "Driver's Daily Report." It is 7½ by 8½ inches in size. At the left is a space for the name of the customer, followed by the point to which the goods are to be hauled. At the right is a double column for the amount to be charged, this being for office notation only.

Form No. 4 is used by the Flesher Transfer Co. of Pittsburgh for both household and freight cartage work. This form is 9½ by 6½ inches in size, printed in pad form on white and pink paper for duplicates, one copy being for the driver and the other for the office. These sheets are perforated for loose-leaf binding. At the top is a space for the date, to the right of which are three little squares, the top to contain the office file number, the second the date the bill was made out and the third the ledger folio.

Special instructions to drivers or helpers may be written in under the heading in the upper central portion. Beneath this is a section for the name of the person and address from whom and which the goods are taken, with the name of the person and place to whom and which the goods are delivered at the right in a similar section.

The central part of the sheet is devoted to particulars regarding the freight or household goods hauled, there being space for the quantity, the article and marks, the weight and the charges. If the account is a credit account with the transfer company this column can be filled in when the sheet is filed or at any time before the sheet goes to the billing clerk, but if it is a C.O.D. account, the charges are noted in here on the driver's duplicate as well as the office copy.

Provision for Time Spent on Job

At the bottom of the form is a line for the time from the hour the van or wagon left the office to the time of its return so that charges can be made on the hourly basis. There is a space beneath this for "Cash Received by" and another space at the bottom for "Delivered by" In the lower right-hand corner are printed notations to be checked according to each individual case. If the account is a charge account, the sheet is checked in the "Charge" space; if paid, a check mark is made in that section, etc. If the customer signs for the goods the driver checks in the "Yes" portion.

With the possible addition of a space for the customer's signature, which would necessitate another copy of the same form if the driver's copy is given to the customer as a receipt on a C.O.D. bill, this form is very complete and covers practically all of the necessary points.

All of these forms have their uses, but probably for the small transfer company the fourth form will be found the most efficient. Where all the clerical work is handled through the office, however, and no household goods are moved, no C.O.D. accounts handled, Form No. 1 will be found very good.

Special Traffic Courts

This is the age of specialization, and we must specialize our Judges as well. The movement to establish a Traffic Court, to handle only those cases involving violations of street traffic rules, is in line with this trend of the times. The Domestic Relations Court, which is a branch of the City Magistrate's Courts—as the Traffic Court is to be—and the Children's Courts are prior illustrations of this tendency.

A Judge, in the very nature of his calling, must be an expert. That is, he must apply a fine knowledge to puzzling points at issue. It is all very well for the laymen to have a general knowledge of those points. But the Judge, theoretically at least, must have an expert knowledge. As it is now, in the cases of our city magistrates, that expert knowledge implies familiarity with every part of a burdensome code of ordinances, as well as of the other and more serious offenses in which the magistrate sits as an examining court.

Obviously a Judge will put a finer edge on his expert knowledge by trying only one class of cases. With nothing else to bother about, the street traffic rules and regulations by the mere process of reiteration should stand out in his mind as distinctly as the multiplication table. Cases should be disposed of more quickly and justice dispensed more evenly.

And incidentally that motor court Judge is going to have a pretty intimate knowledge of the latest variations on the stock excuses of the hooked speeders and reckless drivers. That old familiar alibi, for instance, would better be at least fifty per cent true to get by—New York Press.

New Job Behind Wagon Tax Delay

Men who are watching the Los Angeles city council's plans toward the passage of a vehicle tax, assert that a "job" is being put up on the trade by the councilmen. By a fluke at a municipal election several months ago, the council was authorized to pass an ordinance taxing all business vehicles, whether deliveries were made free or not. The only reason the council has not long since passed this ordinance, it is declared, is that they know the business men of the city would start a referendum and defeat the measure. According to the law such referendum must be filed at least 30 days before a regular municipal election, and if this is not done then the ordinance remains unaffected until the succeeding municipal election. The next municipal election will be held June 6 of this year.

The "job" alleged to have been put up is to pass the vehicle ordinance about May 1. If this is done, then the referendum would have to be filed by May 7, that is 30 days before the municipal election. Thus the business men back of a referendum would only have 6 to 10 days in which to get signatures and build up their campaign, which would be manifestly impossible.

J. F. Paulding, secretary of the Fuel Dealers' association, asserts that he has inside information to the effect that this is the plan of the city lawmakers. He is backed in this by several others who have studied the matter.

If the "job" is carried out successfully, it will be impossible to force a referendum and the business men will have no opportunity to protect themselves against an unjust and exorbitant tax.—Los Angeles *Commercial Bulletin*.

Paterson Team Owners Organize

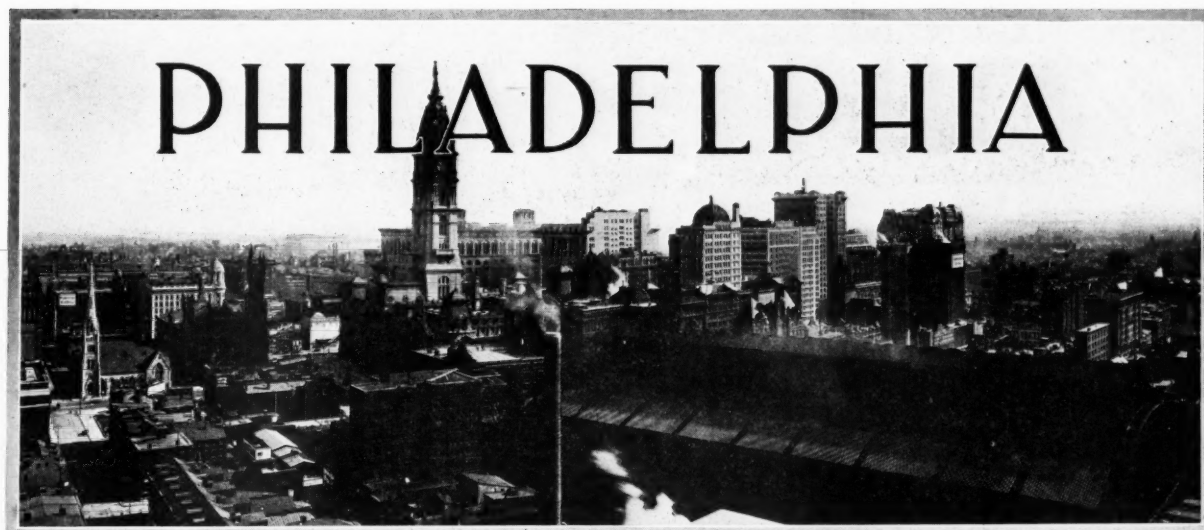
Members of the Team Owners' Association of Hudson County, N. J., attended a meeting of truckmen in the Paterson Chamber of Commerce rooms recently, and aided in launching the Paterson Truckmen's Association which will affiliate with the New Jersey State Truckmen's Association to be organized at Newark on February 18.

Thomas J. Stewart, John Abel and L. O. Coder represented the Hudson County Association at the Paterson meeting. The Jersey City men outlined the advantages of a state organization. Among the points most strongly emphasized were the necessity of fighting the proposed wheel tax bill requiring a license for horse-drawn trucks similar to that required for motor vehicles, the securing of recompense from the state for horse destroyed by the Board of Health and protection against the enforcement of unjust regulations by the S. P. C. A.

Mr. Stewart, president of the Hudson County Association, acted as temporary chairman of the meeting and cited the victory of the Hudson County Association in the recent ferry fight as a striking example of the value of co-operation among the truckmen.

At the conclusion of Mr. Stewart's remarks the Paterson men selected Robert Fisher as temporary chairman of their association.

Transfer and Storage in American Cities



SITUATED at the junction of the Delaware and Schuylkill rivers, which are navigable beyond and within the city limits respectively, and one of America's greatest manufacturing centers, a port of entry and with a population of 1,600,000, Philadelphia should be a great center for the transfer and storage of household goods and merchandise, but Philadelphia, while developing swiftly as far as the transfer of freight is concerned, has lived up to its reputation for slowness as regards the modernity of the buildings for storing household goods and merchandise.

Philadelphia is a level city, but the narrowness of the streets in the downtown section and the consequent traffic delays are a sufficient disadvantage to those who send vehicles over them to more than make up for the advantage the levelness of the city gives. With the exception of Broad and Market streets, the two principal downtown thoroughfares, every street practically, is a one-way street in the downtown section. North and south, east and west streets alternate for traffic bound in opposite directions. Only one set of street car tracks is laid on these one-way streets. This limitation, not true of Pittsburgh, probably exists because if there were more than one set of tracks the streets would cease to be.

As a rule, Philadelphia's pavements are poor. Belgian block and asphalt make up the bulk of the paving materials that have been put down. Now, however, the merchants, who want silent streets, are howling for wooden blocks, and too many of these have been laid already, in spite of the work that various organizations have done to convince the city authorities that wood blocks are not the proper things for city streets.

It takes time and effort to make a municipal government see straight and the time has about arrived when the authorities of Philadelphia will wake up to the fact that those who know most about the pavements are the ones that use them most, the transfer and storage interests. In fact, a year ago an experimental pavement of improved granite blocks was laid on Market street in Philadelphia and it has stood the test so well that now the Chief of the Bureau of Highways has endorsed improved granite blocks and is recommending them for future paving.

The city of Philadelphia covers a great amount of ground. It is about fourteen miles long in its longest part and ten miles wide at its widest point. The reason for the expansion of Philadelphia is in the type of buildings that have been erected.

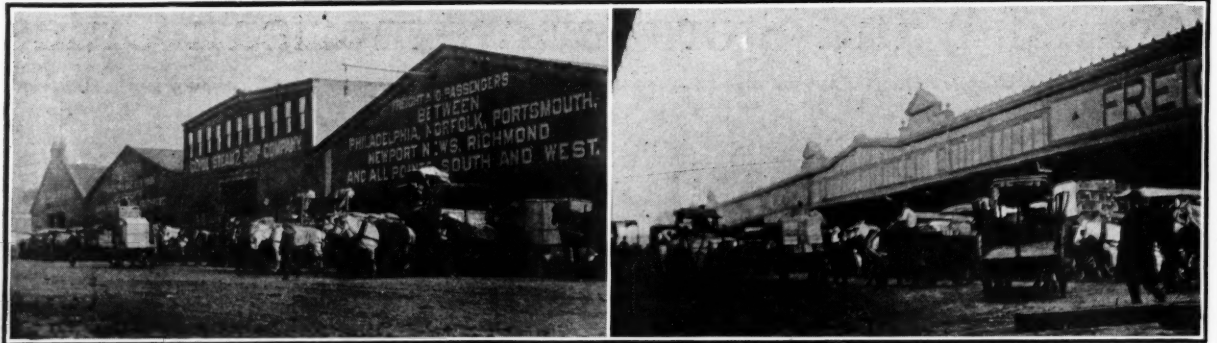
Philadelphia is a city of low buildings. The residences are for the most part made up of rows of connected two-story brick houses. This type of residence, with the fine private residences in West Philadelphia and in the suburbs, of which Philadelphia has probably the most beautiful of any city in the United States, has made Philadelphia a true city of homes.

Philadelphia's railroad terminals are extremely out of date. It will be remembered that it was in Philadelphia that the National Team and Motor Truck Owners' Association started its famous "Tailboard Delivery Fight" for improved conditions at railroad and steamship terminals. With Cincinnati and New York City, Philadelphia makes up a trio of the three worst cities in respect to terminal conditions in the United States. Since the tailboard case some improvement has been made in Philadelphia but conditions are still bad there.

The local branch of the National Team and Motor Truck Owners' Association, the Philadelphia Team Owners' Protective Association, has stuck closely together to improve local terminal conditions. Among the worst stations in Philadelphia



View on Front Street, Philadelphia, showing congestion of teams and wagons



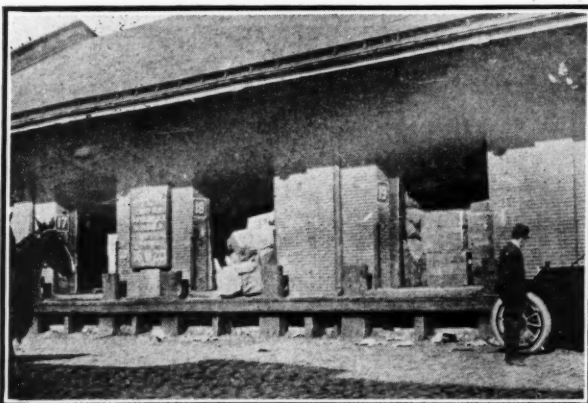
Teams and wagons on Front street, Philadelphia, showing exterior of steamship piers and terminals

was that of the Reading Railroad at Thirteenth and Callowhill streets. At this station, the doorways were too small, being blocked by heavy brick partitions. The Philadelphia local association took the case of this station before the Pennsylvania State Railroad Commission and as a result the Commission ordered the brick partitions removed and steel trusses put in their places, thus giving more door space.

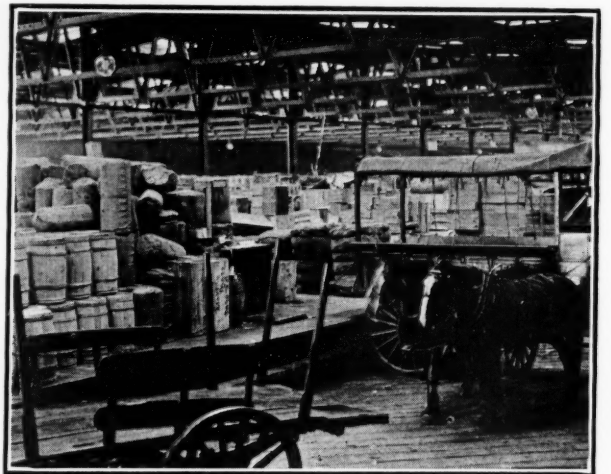
Not only were the railroad terminals congested, but the water front docks as well. The city has relieved conditions on the water front to some extent by building five new municipal piers. These are double decked structures equipped with the latest devices for handling freight. Incoming freight is unloaded into the second story of the pier and is then sent down on chutes to the waiting wagons below. Not as much time is lost at these new piers as at the old ones, although the double deck arrangement acts more to prevent congestion by giving more space in which to store and handle freight than to actually save time for the transfer companies.

Philadelphia transfer companies are small for the most part. The largest freight transfer company in the city is Scott Bros., who have from 150 to 200 horses at work all the time. Hugh C. Moore, well known in the National Team and Motor Truck Owners' Association is another of the largest horse owners, having from sixty to seventy-five animals. Other owners of large numbers of horses are T. J. Cavanaugh and M. J. Tracy.

Transfermen in Philadelphia are required to pay a tax of \$1.00 per year for each wagon in service. The wagon must bear the owner's name and address and also his wagon number. This is practically the only ordinance in the city which has to do with the business of the transferman.



View of Reading R. R. terminal at Thirteenth and Callowhill streets before the Philadelphia Team Owners' Association took up the case



Interior of pier showing piling of freight on receiving platform

The motor truck has gained a foothold in the transfer business in Philadelphia in spite of the congestion of the city. However, these trucks are used in package delivery more than in trucking to and from the congested freight terminals. Theodore Gabrylewitz, former secretary of the National Team and Motor Truck Owners' Association, who conducts the Citizens' Express Co., has two Autocar vehicles, and John Sheahan, Jr., the present secretary of the National body, has one. Peter Cavanaugh has two Kelly trucks of five-ton capacity. There are many other motor trucks in use in the interurban and suburban express business in Philadelphia, the extent of the city making the use of motor trucks practically essential.

In the transfer of freight in Philadelphia there is very little cutting of prices and few instances of any one concern making an attempt to take away the business of another. This is due to the strong organization among the transfermen. Rates are very well maintained, but there is no standard tariff, rates being made for each particular customer depending upon his commodity, its weight, bulk and length of the haul and lost time, in alleys and at terminals.

Either the tonnage basis or the package basis is used in Philadelphia. On the tonnage basis the minimum is three cents per one hundred pounds with a maximum of five cents. City deliveries run from fifteen cents to twenty-five cents per package. Shipments average twenty-five cents per case.

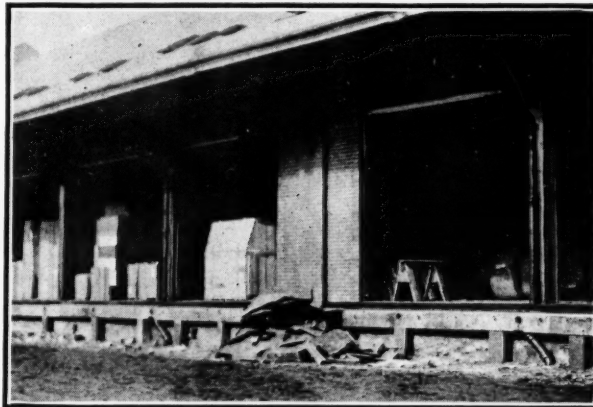
Horse and motor truck drivers are but poorly organized and wages are rather low. The owners are much better organized. The union scale for a single wagon driver is \$10.50 per week, for a team driver is it \$13.50 and for helpers it is \$13.50, which is too

high in comparison with the wages paid the drivers. Most employers pay their drivers slightly above the union scale and thus forestall organization. Motor truck drivers are paid according to the capacity of the trucks they drive, the wages ranging from \$14.00 to \$18.00 per week.

Philadelphia has no real typical wagon of its own, for freight hauling. The Philadelphia freight wagon is a stake and platform vehicle similar to the typical New York City freight truck, but without the pronounced slope at the tail so typical of the New York City wagon. In the single wagons a type of four-poster with canopy top or tarpaulin top, similar to the Pittsburgh wagon type is the general rule. Probably the most distinctive wagon used in Philadelphia is that of the Union Transfer Co., which has a practical monopoly of the baggage transfer business. This wagon is a four-poster with canopy and has slatted sides, which serve to limit the load by making it impossible to wing-out the baggage that is carried.

Gasoline trucks are the only kind used in the freight transfer business in Philadelphia. The freight transfermen of the Quaker City say that they believe the electric truck is the vehicle for the biggest part of their work, but they haven't much faith in the electric because they haven't been educated to appreciate the modern electric truck owing of the slowness of American electric truck manufacturers.

In fact, one Philadelphia freight transferman, and an influential one at that, told the writer that he believed that all the electric truck factories are controlled by the Standard Oil Co., and consequently there is a desire to limit the sale of electric commercial vehicles. To one not familiar with the inside workings of the electric truck industry such might seem to be the case. For with Philadelphia the home of one of the great American electric



Exterior of Reading terminal at Thirteenth and Callowhill streets after team owners had won their case, showing larger door space

truck manufacturing companies there should be more electric trucks used in the transfer and storage business in that city.

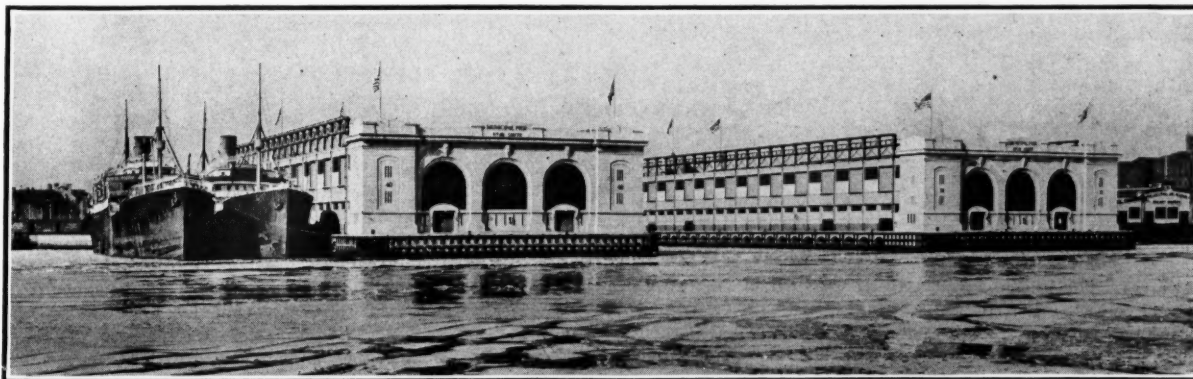
In the household goods storage field in Philadelphia, the buildings for storage are the sore spot with all those in the industry there. Out of nearly one hundred concerns and individuals carrying on household goods storage in the City of Brotherly Love, there are but three that advertise fireproof storage.

Of these three the Fidelity Storage & Warehouse Co. are the most important and have the largest fireproof building in the city with a very good location, although the building is now several years old. The two buildings of this company, the fireproof and non-fireproof adjoin on Market street. The fireproof building has a frontage of forty-two feet on Market street and extends back into the block 184 feet. It is twelve stories high. The non-fireproof building, six stories in height, has a frontage of sixty-four feet on Market street and has the same depth as the fireproof structure. Together these buildings give a square foot floor space of 163,000.

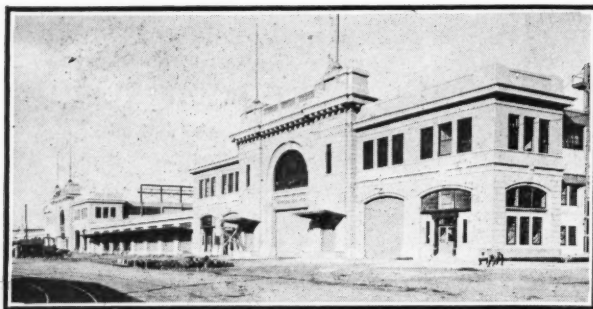
The Miller North Broad Storage Co. have a small fireproof building and are planning a larger fireproof addition. The third company advertising fireproof storage for household goods are the North Philadelphia Storage Co., whose storage space is under the grandstand seats at Shibe Park, where the Philadelphia Athletics win the World's Series Pennant every now and then. Although hardly an ideal warehouse for household goods, this structure serves its purposes very well, being of concrete and steel and certainly fireproof.



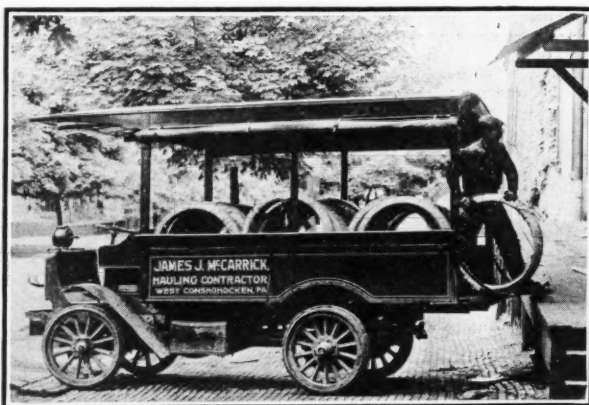
Interior of second story of one of Philadelphia's new municipal piers



View of two of Philadelphia's new municipal piers from Delaware River



Street front of two of Philadelphia's new municipal piers



An Autocar truck which serves as an express or coal delivery vehicle, having two bodies which may be removed and replaced easily



New Packard worm-drive moving van as used by Hildenbrand Bros. of Philadelphia

Of the non-fireproof buildings the Continental Storage & Warehouse Co. very likely have the largest, but as far as the remainder of the buildings for household goods in Philadelphia are concerned, they are very much out of date. Generally speaking, the entire city is poorly built. The dwelling houses are not such as one ordinarily sees in an American city, and the business buildings have, until recently, followed the same general lines in regard to height.

Philadelphia has always been a city of homes. It is more nearly comparable to Brooklyn, N. Y., than to any other city in the United States or Canada. Doubtless this has had much to do with the lack of development in the buildings used for the storage of household goods.

But now conditions are changing and the transfer and storage-

men of Philadelphia who appeal mostly to those wishing to move or store their household goods, have been watching with interest the incoming of the American reversal to cliff-dwelling—the apartment house, which usually means good business for the transfer and storageman. Many of the fine old residences in West Philadelphia have “For Sale” and “For Rent” signs on them, their owners having moved into apartment houses.

This sudden change has brought about a condition in Philadelphia that other American cities went through years ago, having brought into the storage business there many individuals who formerly were van owners only, and practically every van owner in Philadelphia is now advertising storage although most of them have only vacant dwellings or ramshackle old buildings in which to store goods. Philadelphia will pass through the stages of development in the household goods storage business that other cities have gone through, and the eventual result will be the same as in other centers, with fireproof buildings, modern in every respect and built especially for the storage of household furniture.

But in the meantime, conditions tend towards a variety of rates and services. The better class storage houses get one-half cent per cubic foot per month for non-fireproof and three-quarter cent per month for fireproof storage.

No Storage Organization

The household goods and merchandise storage interests in Philadelphia got together at one time and organized the Philadelphia Warehousemen's Association. Charles G. Wightman of the Penn Storage & Van Co. was elected secretary of the association which still has a couple of hundred dollars in the bank but is practically out of business except when something of special importance crops up, such as the arresting of a van owner for larceny because he held back some of the goods belonging to his customer in order to enforce payment of the charges. This case occurred last spring, and by promptly getting together, the storagemen and van owners got the man out of jail and had the case closed up.

In the household goods moving field there is a diversity of van body sizes. The narrow streets of the city have necessitated narrow vans and consequently some of the vans measure only 360 cubic feet. Panel vans are used almost entirely, there being a few of the Pittsburgh type of vehicle and some screen bodies in service.

Rates for Moving

The average rate for household goods moving for any district within a radius of twenty blocks from the warehouse is \$4.00 per load, without the piano. There is much tailboard loading. For a piano from the first floor to the first floor the charge is \$3.00; from the first to the second floors it is \$5.00; from the second to the second floors it is \$6.00, and from the second to the third floors it is \$7.00. Very little hoisting is done as few buildings are over three stories in height, and most of the stairways will accommodate pianos.

Owing to one of Philadelphia's old blue law ordinances it is necessary to get a permit for Sunday moving. The landlord and tenant law in Pennsylvania is very strict but if the head of the police precinct will grant a permit to move a family on Sunday, the landlord can stand on the opposite side of the street and tear his hair all he wants to. The purpose of the law is to cut down on the amount of Sunday labor.

In common with Cleveland, Philadelphia has the advantage of having no renting season. Leases are made to apply from the time of signing to the corresponding month the following year. There is a great advantage in this as the work is more evenly distributed and when the busy season does come it does not come with the rush that New York City and other centers experience. Philadelphia's busy moving seasons are in the spring and fall, when the natural movement of families takes place.

The spring season starts in April and runs through into June and the fall season starts in September and runs through November according to the weather conditions. Many Philadelphia families move their household goods or part of them to Atlantic City every spring for the summer and move them back in the fall.

Many motor vans are used in Philadelphia. Miller's North Broad Storage Co. have several five-ton Pierce-Arrows and two-ton Whites. One of the Pierce-Arrows went to work on February 18, 1915, and on January 25, 1916, had covered 18,900 miles, it is said. One of the two-ton vehicles has covered 22,000 miles inside of a year and during that time cost \$385 for mechanical upkeep, including repairs, parts, and accidents. The Miller company are getting 9,000 miles on the average from Goodrich pressed-on solid tires, some of the tires running as high as 12,000 miles.

Installment Sales of Motor Trucks

The purchase of motor trucks by the smaller men, buying them on credit and taking moving business at any price in order to keep them busy has had its effect on the moving business in Philadelphia as it has everywhere else. This is especially true of long distance moving in motor vehicles, the rates for this work being all shot to pieces. There is much inter-city moving in household goods between New York City and Philadelphia. The Miller company alone average one trip each week. Practically every transfer and storage company in Philadelphia has at least one motor truck. The Hildenbrand Storage Warehouse Co. have recently installed a new Packard worm-drive model with a fine-looking van body. The Fenton Storage Co. are Autocar owners. But there are no electric trucks in the household goods moving business in Philadelphia. The usual truck is a gasoline three-ton unit.

Moving van drivers and warehouse labor are not organized in the Quaker City. Horse van drivers get \$13 per week while motor van drivers get \$16 per week, not being expected to load or unload the vehicles. Loaders get \$13. Room packers get \$15 on the average. As a rule twenty-five cents per hour is allowed for overtime.

Merchandise storage buildings in Philadelphia are as out of date as a general rule as the railroad terminals and household goods buildings. Most of the merchandise storage companies in Philadelphia are under railroad control.

Merchandise Storage Have Five Buildings

The largest mercantile warehouse company is the Pennsylvania Warehouse & Safe Deposit Co. which have five warehouses in various parts of the city, giving a total of over 1,000,000 feet of space. This company conduct a bank in connection with the storage business. They are the only company in the storage business operating electric trucks, having several small vehicles for general delivery purposes.

Baggage transfer work in Philadelphia is practically all in the hands of the Union Transfer Co. This company operate 170 horses, three gasoline trucks of 3,000 pounds, three tons and 1,500 pounds capacity respectively, and five electric vehicles of which four are of 3,000 pounds capacity and one of three-ton size. The diversity of the equipment is due to the fact that it is experimental equipment. The company operate the baggage transfer service at Baltimore and Washington as well as at Philadelphia and are experimenting with trucks at Philadelphia. It is estimated that the trucks are saving from fifteen to twenty-five per cent in transferring baggage to and from distributing points, to and from which single horse wagons cart the baggage.

Just now the Union Transfer Co. are looking for something with which to replace these single horse wagons but do not believe that any machine now on the market will fulfill the requirements as well as the horse vehicles. Baggage service is peculiar in that the loads may be extremely heavy for short distances. A horse will pick up and pull away a load that may be greater

than his steady capacity, and can get away with it for a short distance. On the other hand, it would not pay to overload a machine to this extent even for a short distance. Some of the single wagon loads run up into the thousands of pounds, and a small, light, fast machine is needed for some of the work but a heavier-capacity vehicle for the last lap into the distributing station or the first lap out from it.

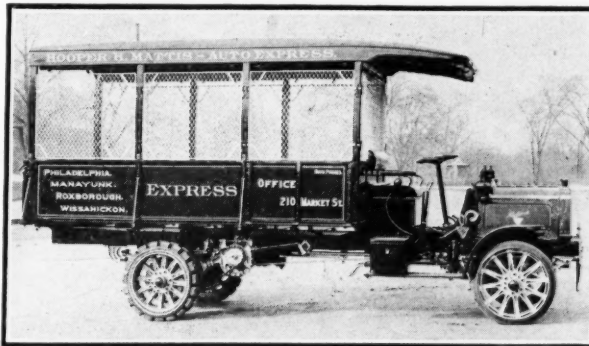
One of the Union company's three-ton machines, making through transfer trips to Germantown, one of the city's suburbs, is doing the work of twelve horses and three wagons. This com-



Autocar truck owned by the Theodore Gabrylewitz, showing type of body most common on express trucks in Philadelphia



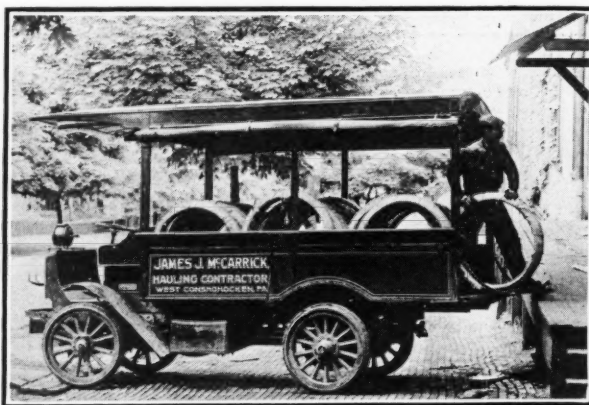
A load of household goods on an Autocar truck. Many Autocars are used by Philadelphia expressmen, who do moving



Packard chain-driven truck, with screen body, used by an inter-urban and suburban express company



Street front of two of Philadelphia's new municipal piers



An Autocar truck which serves as an express or coal delivery vehicle, having two bodies which may be removed and replaced easily



New Packard worm-drive moving van as used by Hildenbrand Bros. of Philadelphia

Of the non-fireproof buildings the Continental Storage & Warehouse Co. very likely have the largest, but as far as the remainder of the buildings for household goods in Philadelphia are concerned, they are very much out of date. Generally speaking, the entire city is poorly built. The dwelling houses are not such as one ordinarily sees in an American city, and the business buildings have, until recently, followed the same general lines in regard to height.

Philadelphia has always been a city of homes. It is more nearly comparable to Brooklyn, N. Y., than to any other city in the United States or Canada. Doubtless this has had much to do with the lack of development in the buildings used for the storage of household goods.

But now conditions are changing and the transfer and storage-

men of Philadelphia who appeal mostly to those wishing to move or store their household goods, have been watching with interest the incoming of the American reversal to cliff-dwelling—the apartment house, which usually means good business for the transfer and storageman. Many of the fine old residences in West Philadelphia have “For Sale” and “For Rent” signs on them, their owners having moved into apartment houses.

This sudden change has brought about a condition in Philadelphia that other American cities went through years ago, having brought into the storage business there many individuals who formerly were van owners only, and practically every van owner in Philadelphia is now advertising storage although most of them have only vacant dwellings or ramshackle old buildings in which to store goods. Philadelphia will pass through the stages of development in the household goods storage business that other cities have gone through, and the eventual result will be the same as in other centers, with fireproof buildings, modern in every respect and built especially for the storage of household furniture.

But in the meantime, conditions tend towards a variety of rates and services. The better class storage houses get one-half cent per cubic foot per month for non-fireproof and three-quarter cent per month for fireproof storage.

No Storage Organization

The household goods and merchandise storage interests in Philadelphia got together at one time and organized the Philadelphia Warehousemen's Association. Charles G. Wightman of the Penn Storage & Van Co. was elected secretary of the association which still has a couple of hundred dollars in the bank but is practically out of business except when something of special importance crops up, such as the arresting of a van owner for larceny because he held back some of the goods belonging to his customer in order to enforce payment of the charges. This case occurred last spring, and by promptly getting together, the storagemen and van owners got the man out of jail and had the case closed up.

In the household goods moving field there is a diversity of van body sizes. The narrow streets of the city have necessitated narrow vans and consequently some of the vans measure only 360 cubic feet. Panel vans are used almost entirely, there being a few of the Pittsburgh type of vehicle and some screen bodies in service.

Rates for Moving

The average rate for household goods moving for any district within a radius of twenty blocks from the warehouse is \$4.00 per load, without the piano. There is much tailboard loading. For a piano from the first floor to the first floor the charge is \$3.00; from the first to the second floors it is \$5.00; from the second to the second floors it is \$6.00, and from the second to the third floors it is \$7.00. Very little hoisting is done as few buildings are over three stories in height, and most of the stairways will accommodate pianos.

Owing to one of Philadelphia's old blue law ordinances it is necessary to get a permit for Sunday moving. The landlord and tenant law in Pennsylvania is very strict but if the head of the police precinct will grant a permit to move a family on Sunday, the landlord can stand on the opposite side of the street and tear his hair all he wants to. The purpose of the law is to cut down on the amount of Sunday labor.

In common with Cleveland, Philadelphia has the advantage of having no renting season. Leases are made to apply from the time of signing to the corresponding month the following year. There is a great advantage in this as the work is more evenly distributed and when the busy season does come it does not come with the rush that New York City and other centers experience. Philadelphia's busy moving seasons are in the spring and fall, when the natural movement of families takes place.

The spring season starts in April and runs through into June and the fall season starts in September and runs through November according to the weather conditions. Many Philadelphia families move their household goods or part of them to Atlantic City every spring for the summer and move them back in the fall.

Many motor vans are used in Philadelphia. Miller's North Broad Storage Co. have several five-ton Pierce-Arrows and two-ton Whites. One of the Pierce-Arrows went to work on February 18, 1915, and on January 25, 1916, had covered 18,900 miles, it is said. One of the two-ton vehicles has covered 22,000 miles inside of a year and during that time cost \$385 for mechanical upkeep, including repairs, parts, and accidents. The Miller company are getting 9,000 miles on the average from Goodrich pressed-on solid tires, some of the tires running as high as 12,000 miles.

Installment Sales of Motor Trucks

The purchase of motor trucks by the smaller men, buying them on credit and taking moving business at any price in order to keep them busy has had its effect on the moving business in Philadelphia as it has everywhere else. This is especially true of long distance moving in motor vehicles, the rates for this work being all shot to pieces. There is much inter-city moving in household goods between New York City and Philadelphia. The Miller company alone average one trip each week. Practically every transfer and storage company in Philadelphia has at least one motor truck. The Hildenbrand Storage Warehouse Co. have recently installed a new Packard worm-drive model with a fine-looking van body. The Fenton Storage Co. are Autocar owners. But there are no electric trucks in the household goods moving business in Philadelphia. The usual truck is a gasoline three-ton unit.

Moving van drivers and warehouse labor are not organized in the Quaker City. Horse van drivers get \$13 per week while motor van drivers get \$16 per week, not being expected to load or unload the vehicles. Loaders get \$13. Room packers get \$15 on the average. As a rule twenty-five cents per hour is allowed for overtime.

Merchandise storage buildings in Philadelphia are as out of date as a general rule as the railroad terminals and household goods buildings. Most of the merchandise storage companies in Philadelphia are under railroad control.

Merchandise Storage Have Five Buildings

The largest mercantile warehouse company is the Pennsylvania Warehouse & Safe Deposit Co. which have five warehouses in various parts of the city, giving a total of over 1,000,000 feet of space. This company conduct a bank in connection with the storage business. They are the only company in the storage business operating electric trucks, having several small vehicles for general delivery purposes.

Baggage transfer work in Philadelphia is practically all in the hands of the Union Transfer Co. This company operate 170 horses, three gasoline trucks of 3,000 pounds, three tons and 1,500 pounds capacity respectively, and five electric vehicles of which four are of 3,000 pounds capacity and one of three-ton size. The diversity of the equipment is due to the fact that it is experimental equipment. The company operate the baggage transfer service at Baltimore and Washington as well as at Philadelphia and are experimenting with trucks at Philadelphia. It is estimated that the trucks are saving from fifteen to twenty-five per cent in transferring baggage to and from distributing points, to and from which single horse wagons cart the baggage.

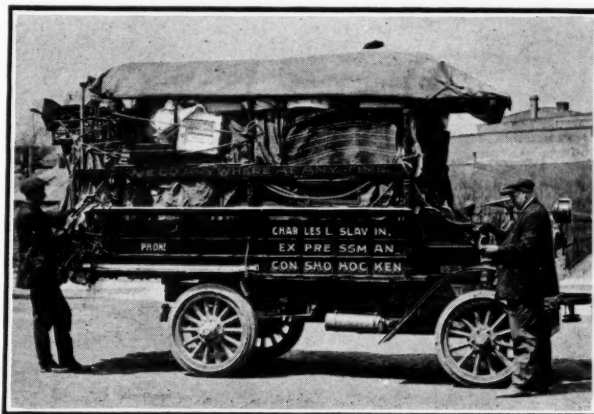
Just now the Union Transfer Co. are looking for something with which to replace these single horse wagons but do not believe that any machine now on the market will fulfill the requirements as well as the horse vehicles. Baggage service is peculiar in that the loads may be extremely heavy for short distances. A horse will pick up and pull away a load that may be greater

than his steady capacity, and can get away with it for a short distance. On the other hand, it would not pay to overload a machine to this extent even for a short distance. Some of the single wagon loads run up into the thousands of pounds, and a small, light, fast machine is needed for some of the work but a heavier-capacity vehicle for the last lap into the distributing station or the first lap out from it.

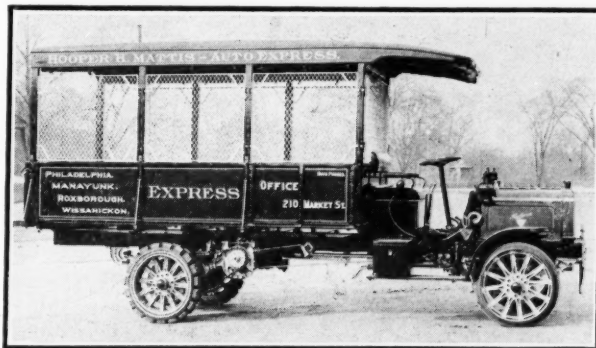
One of the Union company's three-ton machines, making through transfer trips to Germantown, one of the city's suburbs, is doing the work of twelve horses and three wagons. This com-



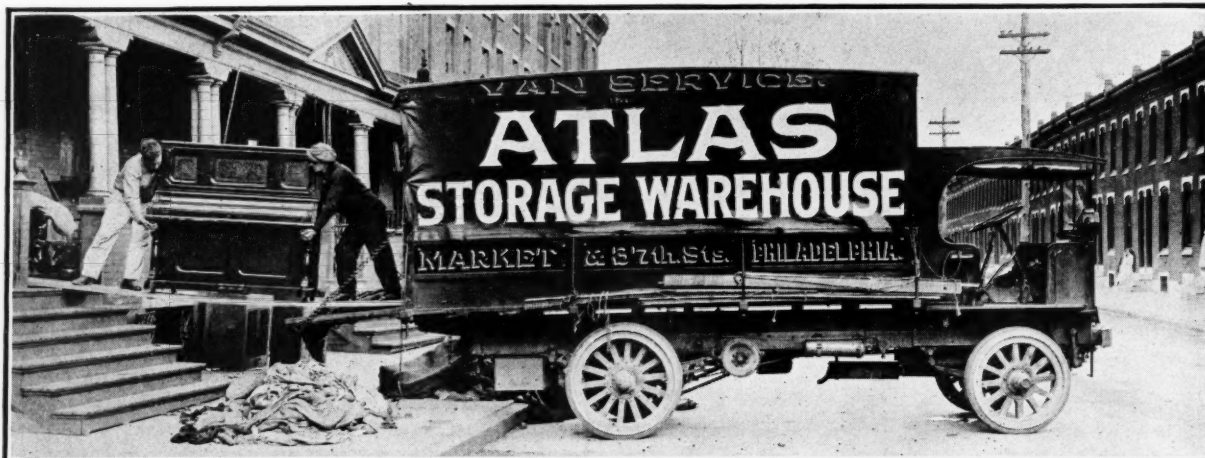
Autocar truck owned by the Theodore Gabrylewitz, showing type of body most common on express trucks in Philadelphia



A load of household goods on an Autocar truck. Many Autocars are used by Philadelphia expressmen, who do moving



Packard chain-driven truck, with screen body, used by an inter-urban and suburban express company



Three and a half-ton Garford truck used by the Atlas company, whose name is almost too prominently displayed. The body is a canopy top one with tarpaulin sides

pany find it necessary to work a pair of horses only half a day at a time, this necessitating double equipment for each wagon. Philadelphia experiences such extremely hot weather in the summer, when the rush of baggage transfer work comes on, that a single horse or a single team could not stand it to work all day. Each single wagon has two horses and each double wagon has four horses devoted to its service.

The company give an hourly service in the downtown section of Philadelphia, and a schedule of service once every two hours in the out-lying districts. A minimum charge of thirty-five cents is made and the charge grades up from this to fifty cents in the outlying portions, nearly to the city limits in all directions.

New York Compensation for Jersey Injury

The Court of Appeals has decided that a workman employed by a firm in New York state and injured while working for the firm in another state was a proper beneficiary under the New York compensation law. The opinion consisted of nearly 5,000 words. In conclusion it said:

"We appreciate that any determination that may be made of the question under consideration will result in some practical difficulties in administering the statute, but the difficulties that will be met with in administering the statute construed as requiring a contract binding upon both parties without limitation will be less burdensome than the difficulties that would be experienced with a contrary construction of the statute. The practical difficulties that may be met in administering the statute as herein construed can be substantially overcome by adopting rules for the commission, or perhaps by further legislation."

The case was that of William Post, an employee of a firm of sheet metal workers, who was sent to Jersey City to work on a grain elevator. A sheet of metal slipped and inflicted a severe injury to his wrist. Compensation was applied for and awarded under Section 50 of the Workmen's Compensation Law. An appeal was taken by the liability company to the Appellate Division and the award was confirmed. Then the case was taken to the Court of Appeals.

This Court said the only question involved was whether the claimant, having received his injuries outside the boundaries of this State, was entitled to compensation. The Court made the important decision that in all cases of claims it must be presumed that the claims come within the provision of the act, unless there was substantial proof to the contrary. This would relieve the claimant of the necessity of presenting proof to substantiate his claim, which would stand until the other side showed that it should fall.

Another important point was set at rest in another part of the opinion, which read:

"The liability of the employer for compensation includes every accidental personal injury sustained by the employee arising out of, and in the course of, his employment, without regard to fault as a cause of such injury."

The opinion also said:

"Our conclusion as to the intention of the Legislature is reached from the act as a whole. The intention is also specifically shown by the fact, as already stated, that an employee, as



Philadelphia's most modern household goods warehouse plant—the fireproof building at the right, home of the Fidelity company

defined by this act, includes a person engaged in the course of his employment away from the plant of the employer. The language of the statute, if construed literally, and we see no reason why it should not be, expressly includes the employee in this case."

The decision pointed out that Mr. Post was "engaged in his employment in New Jersey, away from the plant of his employer, and under the employer's express direction."

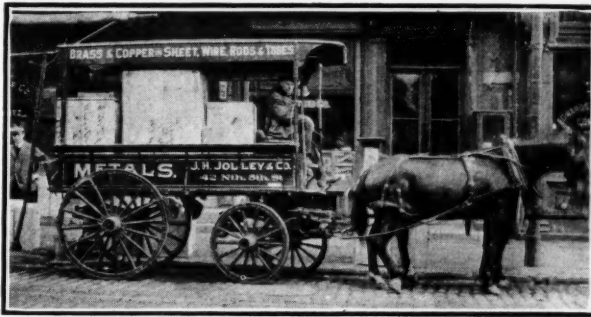
Why Interest Should Be Charged on Past Due Accounts

Much had been said and written on the subject of charging interest on past due accounts. Though neither good nor sound reason has been advanced as to why it should not be done, many excellent and logical reasons have been offered in its favor. There are, perhaps, some business houses which recognize the justice of the charge, yet, do not make it for fear of offending or driving off customers.

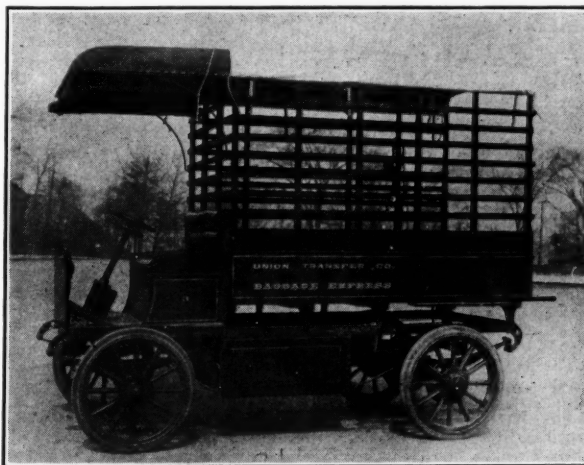
This is a day of keen competition with the cost of doing business constantly increasing and net profits dwindling almost to a vanishing point. Therefore, it is time to "take stock" of every element entering into the outgo as well as the income of the business. With the proper classification of expenses and revenue and a good system of accounting it is an easy matter to analyze the results of a business for any given period, but, oftentimes, the hidden or unknown leaks cause the most trouble; then again there are leaks that are known to exist and are recognized as detrimental to the business yet are not abated because of fear of competitors or patrons.

If a policy is sound in principle, says S. S. Burch, in *Credit Men's Bulletin*, and is recognized as the right thing to adopt it should be put in operation regardless of past customs or the probability of its offending some patron who is constitutionally opposed to rendering "unto Caesar the things that are Caesar's."

A careful analysis of the question as it bears directly upon any business will convince the most skeptical of the wisdom and justice of its affirmative side. As an illustration, take a business with an annual income of \$1,000,000 with terms of sixty days net, and assuming that the accounts will average thirty days slow, this will give \$83,333.33 of past due accounts the year round. The interest on this at 6 per cent makes the tidy



Typical Philadelphia single wagon



Electric used by Union Transfer Co., showing slat-sided body. A white tarpaulin is thrown over the top



Philadelphia freight wagon. This wagon is very similar to the typical New York City type. In fact, Philadelphia has no distinctive wagon type except for baggage work



Two Autocars in the general express and storage businesses respectively, in Philadelphia

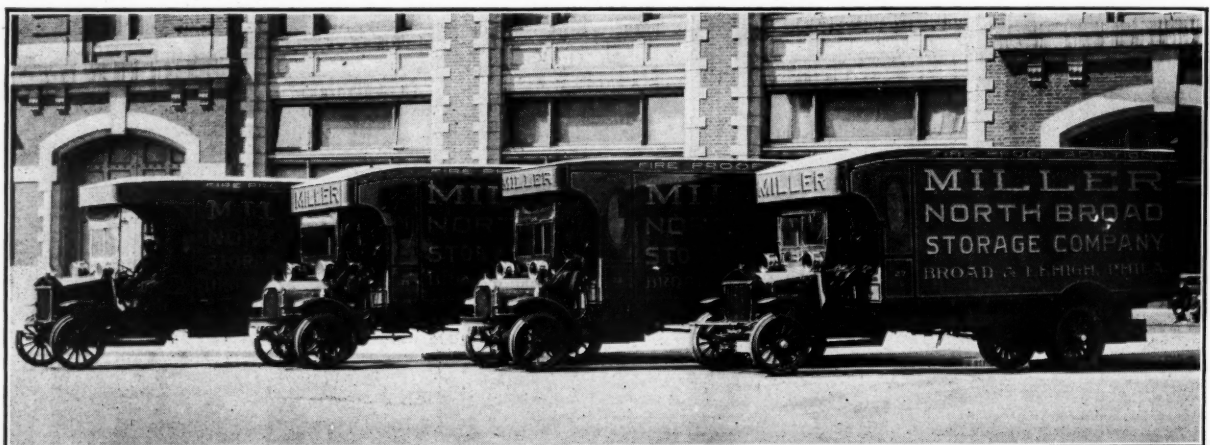
sum of \$5,000 which this business has contributed to the capital of its customers. Now how much of a business getter was it? This is the milk in the cocoanut. If the business yielded a net profit of, say, 5 per cent on gross sales, then the no interest policy would require a business-getting capacity of \$100,000 sales annually to overcome this loss. This example, is perhaps, a little exaggerated but it illustrates the principle involved. Now, as a matter of fact it is very questionable whether or not the no interest policy increased the sales a single dollar; if it did, it was from that class of trade that disregards terms and looks upon merchandise as a separate and distinct thing from actual capital—judging from the way some wish to use it without giving adequate compensation for it.

The bill of goods to the seller represents actual cash plus his profit, and the profit is based upon the assumption that the money will be returned at the end of the time as agreed upon in the sale; if it is not then the expected profit is not realized and it diminishes every day that the payment is delayed.

The banker sells a bill of goods called money, for a specific length of time, which represents actual cash (cost of the money), plus his profit, and his profit is based on the money being returned at the end of the time stated in the contract, and it if is not so returned there is generally "something doing." It is a well known fact that no one ever expects to use this class of capital after it becomes due without paying interest on it. Is the banker's capital and profits any more sacred or important than that of the wholesaler or manufacturer?

Why should any honest, fair-minded man object to paying the legal rate of interest for the use of the tradesman's capital? He does not raise the question when he borrows it from his banker, but expects, and is perfectly willing, to pay interest for the use of bank capital for every single day that he keeps it. Not only that, but he is willing to furnish security for the payment of both principal and interest. Why then is not the wholesaler's or manufacturer's money just as worthy of its hire? The usual excuse is that "The other fellow does not charge interest on past due accounts," or "All of the goods have not been sold," "I don't pay interest on past due accounts," and other excuses that are equally illogical and unreasonable. This position is either right or wrong; the question therefore resolves itself into whether or not the charge is just and equitable. If it is, then the charge should be made and collected; if it is not then further discussion on the subject is a waste of time. It does not take the proverbial "Philadelphia lawyer" or any other astute legal mind to arrive at a correct verdict; therefore when there is an habitual repudiation of this just charge and an insistence of unfair methods, the facts should be made known to the trade just as much so as the repudiation of any other just and honest obligation, and it should be embodied in the exchange of ledger experience between commercial houses as well as in the reports of agencies making a special feature of furnishing reports based on actual ledger experience.

—Harness.



Fleet of five-ton Pierce-Arrow and two-ton White trucks used by Miller's North Broad Storage Co.

Letters From Readers

In Favor of Union Labor

Editor, **TRANSFER and STORAGE**:—What is your stand regarding union labor in the transfer and storage business? I know that up until a few months ago your paper had always stood against unionized labor, but within the last few months I have noticed several things which lead me to believe that you have changed your opinion. Why?

Reader, Seattle, Wash.

We have changed our opinion regarding union labor in the transfer and storage business. We now believe in organization of drivers, chauffeurs, helpers, etc., offset by an organization of the employers. To be a real advantage to the business, both these organizations must be practically 100 per cent efficient, to preserve the balance of power. A drivers' union that is only 60 per cent efficient is worse than a 100 per cent union without the balancing mechanism of an employers' organization because the union sometimes promises things that it cannot accomplish.

Unionization tends to increase and uniform costs and thus keeps up prices, the thing most needed in the transfer and storage business. If the union is confronted by an organized body of employers on the watch for any injustice, nothing can be put through that would greatly injure the employers.—H.T.L.

Plans on Using Tractor with Vans

Editor, **TRANSFER and STORAGE**:—We are contemplating the operation of our seven-horse vans the coming season by automobile trucks as tractors, and would value any suggestions as to the practicability and handling of such a plan. Our idea is that one tractor can place and handle at least three vans, one at a time, without serious loss of time, providing the shed or garage in which they are housed is reasonably central to the district in which they will be operated.

This would mean at least two crews of two or three men each as loaders and unloaders, and we are hopeful that these loading crews can be directed from the central office so that they will go direct to the job and from one job to another without waiting for the movement of the vans except where the completion of a job coincides with the movement of the tractor.

There may be some insurmountable difficulty with this plan, and if so we would highly value such information from anyone who has tried or knows of the operation of such a plan.

All success to the new location in the Metropolis. The January number is fine.

FIDELITY STORAGE and TRANSFER Co., St. Paul, Minn.
C. C. Stetson, President.

The method of using two tractors to take care of seven vans such as you contemplate has never been tried by household goods transfer men in this country, to the best of our knowledge. R. M. Pettit of the Pettit Storage & Van Co., Pittsburgh, is using a three and a half-ton Kelly truck which carries a demountable van body, the operation of which is described in the September number of **TRANSFER and STORAGE**. A jack is fitted to each corner of the body and by lowering the jacks to the ground the body can be lifted off the chassis, which then pulls out from under the body, going back to the warehouse to pick up another body to be placed or running to a point where the loading or unloading of a body has been completed. In picking up a body, the truck backs easily under it, sills on the body bottom coinciding with grooves in sills on the chassis frame. The jacks are then lowered and the body locked into place. One truck is calculated to handle three bodies.

The time and effort expended in lowering and raising the jacks and putting the bodies in place mitigate against this method but Mr. Pettit claims that the advertising gained through the presentation before the public of a van body standing on four

legs in front of a house, being loaded or unloaded, more than makes up for this loss of efficiency. This is the nearest approach to the method you have in mind that we know of in America.

One tractor can easily handle three vans provided, as you say, that the garage is located as centrally as possible in the district in which the vehicles are operated. The only drawback to this method that we know of is in making a schedule. If there are two or three loads scheduled to pick up at the same hour, there might be some difficulty in sticking closely to schedule, but this is really a minor detail, as the difference in time should not amount to much in a fairly restricted area. There is no reason why a tractor, leaving the garage to take care of two jobs in a certain district, not far apart, could not pull out two vans, leaving one and hauling the other on to the second stop, thus doing away with the necessity of returning to the garage for the second van.

In the handling of the crews the telephone will come in to great advantage. It takes from 1 to 1½ hours to load or unload a van, and at least two men are necessary. The loading and unloading crews can go out with the tractor and the necessary crew drop off as each van is dropped. Then, when the loading or unloading is nearly finished, one of the men, knowing where the tractor has gone, can telephone to that point or in to the office, and have the tractor return for that van as soon as possible. Someone should stay to watch the van, and as it should be only a few minutes before the tractor returns, the entire crew can stay. Some of this time will be taken in completing the loading or unloading anyway. But, if it is to take longer for the tractor to get back, being busy on another job, than it would pay to have the men wait for the tractor, all but one could go to the next point and get things in readiness to load or unload there.

Various plans have been tried by transfer and storage men to overcome the lost time of motor equipment at loading and unloading points in the moving of household goods, but to our knowledge, this plan has never been tried in America. Theoretically, at least, the plan is a good one and deserves a fair trial. There may be disadvantages in it that do not appear on the surface, but if any of our readers know of these disadvantages you will doubtless hear from them.—H.T.L.

Information About Carbide Storage

Editor, **TRANSFER and STORAGE**:—We would appreciate it if you would obtain for us the amount charged to the Union Carbide Sales Co. for storage of their product in Utica, Binghamton and Watertown, N. Y., the prices per package and whether the storage company pays the postage. We do not know who handles this product in the above towns or would write them direct. We are not competing with them and there should be no reason for their not giving us this information. We have just started in the storage business in Geneva.

THE CITY TRUCK LINE, Geneva, N. Y.
P. O'Malley, Proprietor.

In Utica, the Jones of Utica Trucking Co. handles carbide for the Union Carbide Sales Co. but decline to give this information saying they consider their relations with the Union Carbide Sales Co. too confidential. Their reasons are good. In Watertown, H. E. Tyler, stores this product. So far we have been unable to ascertain the Union company's Binghamton representative.

We would respectfully suggest that you obtain a copy of the Storage Rate Guide gotten out by the American Warehousemen's Association, when the new edition is issued. This will

give you complete information on all kinds of goods taken into storage.

The warehouse tariff gotten out by the merchandise storage companies of Chicago, where rates are filed with the state Public Utilities Commission, gives the following information:

Acetylene Gas Apparatus	Labor	Storage
Crates up to 75 pounds.....	2c.	4c.
Crates from 76 to 150 pounds.....	5c.	10c.
Crates 151 to 300 pounds.....	5c.	20c.

You can hardly expect to get as good rates as the Chicago warehousemen, unless you have a monopoly of the storage business in your city, and in that case high rates might encourage competition.

If you lease your building you can figure the square foot rental very easily. If you own your building you can calculate its value and what it would rent for on a monthly basis plus your overhead charges. Then base your estimate of the rate for carbide per package on the square foot basis, allowing what you consider a reasonable margin of profit, say between 10 per cent and 25 per cent. Then scale the rate per package according to the number of packages you can place in one pile.

In storing carbide there is also an extra fire hazard to take into consideration in calculating the rate for storage. In figuring the rate for any commodity also its value must be taken into consideration owing to the possibility of loss. The weight of the commodity and the weight bearing capacity of your floor per square foot will influence the number of packages you can put in one pile, and the storage rate per package.

A labor charge should be added as there is considerable movement in carbide. This, of course, must be calculated on what your labor cost on this commodity is. You can find this by figuring the number of hours your men spend working on carbide each month for a period of from 3 to 6 months, and averaging this up.

It is a debated question whether the postage should be figured into the overhead cost and thus distributed throughout the other accounts you carry, whether it should be figured into the storage and labor charges of this one account, or billed direct to the company for which the postage is advanced. Of the three methods either the first or last may be applied. We would be in favor of the first, but if the third is adopted this can be easily handled each month by counting up carbons of letters, bills, and all correspondence carried on for the account.—H.T.L.

Truckmen's Lien for Freight Charges Advanced

Editor, TRANSFER and STORAGE:—We had a contract with a building concern to deliver materials to a certain church in our town. We hauled all the materials, iron, lumber, stone, etc., paying freight on same and rendering bills for the entire amount, hauling and freight, every month. The contractor paid us a certain amount on account, and finally when the building was almost completed, he threw up the job, owing us at the time, in addition to labor, a large amount of freight.

We filed our claim in the regular way, including freight, and in an opinion handed down recently by the judge of the local court, the court claims that the item of freight cannot be allowed as it is considered only as a loan to the contractor. We would appreciate it very much if you would give us your opinion on this.

S. T. KARNs SONS Co., Franklin, Pa.

Persons who engage regularly in the business of trucking goods or merchandise are common carriers. As such, they are entitled to a lien on the goods transported for the charges of transportation. This lien, however, is not a general lien. It attaches to the goods involved in the transaction. It does not extend to charges for other shipments under separate contract. This lien covers not only charges for transportation, but it covers charges advanced to preceding carriers.

The carriers lien, however, depends upon possession and is lost by delivering the goods to the consignee or owner unless such delivery is brought about by fraud. It has been said, in a recent California case, that where delivery is made by a car-

rier upon a promise to pay the freight, such delivery does not surrender possession in case payment is refused, and the goods may be removed, or if removal is prevented, the goods may be recovered by appropriate action.

From the statement of the question it appears that the goods have been delivered without any limitation and consequently, under such circumstances the carrier's lien as a carrier is lost not only for his services but for the freight charges advanced.

The above inquiry was made by a truckman doing business in Pennsylvania. Consequently any special rights which he might have would be controlled by the Pennsylvania statutes. Before the Act of 1879 it was held by the Supreme Court in the case of Hillman vs. Newman—Pa. 151, that where a teamster had hauled the lumber used in the erection of a building, filed his claim therefor under the Mechanic's Lien Law, he was entitled to maintain his claim.

Under the act of 1879, however, in the case of Wilson vs. Whitcomb—100 Pa. 547, it was held that hauling of lumber or timber upon the ground for the construction of buildings upon an oil leasehold was not such labor as to entitle a party to file a lien as a laborer against the leasehold.

The legislature, however, undertook to correct this part of the law and by Act of June 4, 1901, Sec. 1, included in the words "contractor" and "sub-contractor" as set out in the Mechanic's Lien Law, persons who furnished for a structure or improvement labor**; or supplies, or haul material reasonably necessary therefor and actually used therein. There is no provision in this statute nor is there any other statute in the State of Pennsylvania which provides for the right to lien against a structure or improvement for the advances of freight on materials.

A mechanic's lien is purely statutory and a compliance with statutory requirements is necessary in order to give it validity. There is no intendment in its favor. It must be self-sustaining and show on its face that it is such a lien as the statute authorizes the claimant to file. Therefore, whatever claim there may be for freight charges advanced against the contractor is for money loaned.

Pierson & Shertz, attorneys for National Team & Motor Truck Owners' Association, by Ward W. Pierson, Philadelphia, Pa.

Does Storage or Cartage Have Priority?

Editor, TRANSFER and STORAGE:—We wish you to advise us concerning lots of storage coming into a warehouse on which the cartage is unpaid. Finally the lots are sold for storage charges. Has the cartage or the storage any priority over each other out of the sale receipts, or would the cartage and storage accounts participate in the sales pro rata, according to their accounts?

The cartage and storage accounts are held and owned by separate concerns.

BOWSORTH BROS., Chicago, Ill.

The transferman's lien on merchandise for his services as a carrier is dependent upon possession of the goods. The lien is lost by delivery of the merchandise to the consignee or the owner or to any other person at the direction of the consignee or owner, in the absence of fraud, and except where it is understood that the carrier has not relinquished his lien and such understanding is a condition precedent to the delivery of the goods.

In any event, the transferman's lien as a carrier is inferior to the lien of the warehouseman for storage where the transferman has delivered goods to the warehouseman without requiring any advancement of his charges. This was the rule laid down in the case of Powers vs. Sixty Tons of Marble—21 La. 402.

Accordingly the warehouseman will be entitled to receive payment of his claim in full out of the proceeds of the sale of the merchandise before the transferman can come into any portion of the funds so received.

Pierson & Shertz, attorneys for the National Team & Motor Truck Owners' Association, by Ward W. Pierson, Philadelphia, Pa.

Liability of Transfer Agent for Freight

THE question of the extent of the liability of a warehouseman or transfer agent for freight and storage or other charges which may under any circumstances accrue on shipments made by such warehousemen or transfer agent is one of considerable importance and has received a good bit of consideration at their hands. Many instances have come to the Secretary's knowledge where such charges have been collected from them under circumstances where they had no recourse on the owner. A new phase of the question is raised in the following report, submitted by W. E. Hague, of Columbus, Ohio, at the annual meeting of the local organization, known as the Interstate Warehousemen's Association, of which Mr. Hague is secretary, held at Dayton, Ohio, August 25, 1915:

"Your secretary begs to report a new experience, and one in which every warehouseman becomes vitally interested, whether engaged in the storage of goods for manufacturers or as a public warehouse receiving unclaimed and refused freight from transportation companies, although they are each interested from distinctly opposite standpoints.

"In June, 1913, the Columbus Terminal Warehouse Co. made a shipment of one cultivator pole to Butler, Ind., which shipment arrived at destination in due time, but was refused by consignee on account of being a duplicate order. The railroad company requested disposition from the Columbus Terminal Warehouse Co., which request was forwarded to the owner of the goods, and for whose account we were storing them. Having transmitted the request, the warehouse company dismissed the matter from mind and closed the records.

Held Goods 2 Years

"Two years later, or within the past 30 days, the warehouse company had received advice from the railroad that shipment had been forwarded to Terre Haute, Ind., and sold in 'old hoss sale.'

"The amount realized was 25 cents. At the time of sale there was against the shipment freight charges of 33 cents and storage charges of \$14.80, calculated on a basis of 2 cents per day. The railroad company is now demanding payment from shippers through the warehouse company of \$15.13 less amount realized from sale, 25 cents, and states that unless the same is paid, suit will be entered for its recovery. This was such an entirely new proposition to the warehouse company that it at once became interested, principally on the theory that if the railroad company could get away with a collection of this kind, the storage company receiving unclaimed and refused freight could do likewise. A further investigation of this case develops the following conference ruling of the Interstate Commerce Commission, No. 145, February 8, 1909, and indexed as 'Storage, Proceeds of sale insufficient to cover charges, no waiver,' and reads as follows:

"145. A TARIFF RULE THAT IS UNLAWFUL, PER SE, CANNOT BE USED.

A tariff contained a rule providing that:

"When freight cannot be disposed of at point held for sufficient amount to realize by sale both freight and car service, or storage charges, demurrage may be refunded waived, or cancelled."

"HELD. That the performance of a transportation service determines the obligation of the carrier to collect and of the shipper to pay the published rates therefor and no subsequent fact, having no relation to the service, can lawfully be made the basis for a refund or other departure from such rates. The provision is therefore unlawful per se and cannot be accepted as authority for a waiver, refund, or cancellation of the tariff charges even as to a shipment made while the provision was contained in the published tariff. (See note to Ruling 242; compare Ruling 41.)"

"While it is reasonable to presume that where the law requires carrier or their warehousemen agents to hold unclaimed freight for a period of 6 months before they are permitted to sell for charges, it seems only fair that the warehousemen should have a claim against the owner of the goods in addition to a lien upon the freight itself.

"In other words, it is not fair for the law to impose an obligation upon a carrier or the warehousemen, its agent, without providing a way whereby they can receive prompt payment for such service. It would seem from the above ruling that it is not only the carriers' privilege, but their duty to attempt this collection by every means within their power. As stated in the beginning, this raises two very interesting questions—one from the viewpoint of the warehouse acting as the railroad agents in receiving unclaimed and refused freight and their ability to collect back from shipper any deficit in the amount received as against the accrued charges which most of us have been assuming and charging off to profit and loss. But it raises another and equally important point, which is the liability of the warehouseman to his principal in promptly forwarding all notices from the railroad company of freight unclaimed or refused, and being sure that his principal has notice of these facts, as certainly his failure to report promptly would transfer the obligation from the owner to the warehouse company.

Shipment Valued at \$3.00

"In the particular case in point the shipment, though valued at \$3.00, was held at destination for 2 years and until \$15 charges had accrued, five times the original invoice price of the pole. Our investigation, which has been as complete as it could be within the time we have had to investigate this question since it first arose, leads us to believe that the courts would not permit the carrier to collect back from the shipper, the storage or other charges for a longer period than the law requires the storage company to hold the goods before sale.

"In other words, the law gives the warehouse company the right to sell at a fixed time after the receipt of a shipment; failing to avail himself of this opportunity, and to hold a longer period, the warehouseman must assume the chances of being able to realize his charges from the sale of the commodity stored, and cannot look to the shipper for same. Otherwise, there would be nothing to prevent a warehouse company from holding a shipment 10 years, and then enter suit against shipper for charges which, in most cases, would be many times the invoice value of the article. This is a question, it seems to us, well worthy of discussion and individual investigation on the part of each of the warehousemen."—*Bulletin American Warehousemen's Association.*

More Workmen's Compensation

That the need of adopting health insurance to protect the workers against incapacity due to sickness has been demonstrated by experience with workmen's compensation is the opinion expressed by John Mitchell of the United Mine Workers of America, Chairman of the New York State Industrial Commission, on the occasion of the introduction of a health insurance bill into the Albany legislature.

The bill which has been drafted by the American Association for Labor Legislation provides medical and surgical care and appliances for the sick worker with sick benefit during incapacity at two-thirds of the worker's wages and a small funeral benefit. The bill at Albany is in the care of Senator Ogden L. Mills, an independent Republican.

The new name of the Scheiwe Storage Co., Detroit, Mich., is the Detroit Storage Co., Inc. The officers of the company remain the same, being Dr. F. L. Smith, president; P. M. Ditzler, vice-president and general manager, and E. C. Habel, secretary and treasurer. The company have warehouses at Grand Boulevard and Beaubien streets and at 1718 Gratoit avenue, Detroit.

New York Association's Annual Dinner

WHEN the orchestra finished playing The Star Spangled Banner in the banquet room at Keen's Chop House in West 44th Street at 7 p.m. on Monday, January 17, one hundred and twenty-five members and guests sat down to the annual dinner of the New York Furniture Warehousemen's Association. Contrary to expectations, they came from as far west as Toledo and Pittsburgh—E. H. Depenthal of the Depenthal Truck & Storage Co., and J. J. Blanck of Blanck's Transfer & Storage Co., respectively—from as far east as Boston—L. G. Myers of the Suffolk Storage Co.—from as far south as Baltimore—Charles Kauffman of the Kauffman Fireproof Storage Co.—and from as far north as Montreal—E. S. Ostell of the Baillargeon Express, Ltd.

It had hardly been expected that so many out-of-town delegates would attend owing to the recent big convention of the American Warehousemen's Association in New York City, but even warehousemen's dinners often go by contraries. It was a successful dinner. As usual the crowd was very jolly, most of the jollity being natural although some of it was aided by the drawing of corks. The menu was well planned and the things on it were good. Also the entertainment committee had done well in providing three slightly colored musicians and singers who sang American "folk-songs," African-American songs and Chinese ditties. They insisted that the crowd help out on the singing and the crowd was not averse. The only gloom that was allowed to enter the room was one entitled "Think of the good fellows from out of town who are missing this to-night."

After the dinner was over, cigars, for which the thanks of those present went to the New York office of the Trans-Continental Freight Co., were passed around, and Charles S. Morris, president of the Metropolitan Fireproof Storage Warehouse and the New York Van Owners' Association arose amid the smoke and made an address. Mr. Morris thought that New York City and the New York Furniture Warehousemen's Association is especially fortunate in having as a resident and a president a man who no doubt deserves the title of the Dean of the Ware-

house Industry, and with other fitting words, presented Walter C. Reid, president of the Association and general manager for the Lincoln Safe Deposit Co., with a travelling bag on behalf of the association. Mr. Morris said that this gift should not be taken as a hint to pack up and go but as an appreciation of the work done by Mr. Reid for the benefit of the association and of the storage business generally.

We were led to believe sometime ago that all Mr. Morris' fine speeches were prepared by Mrs. Morris, but this one was entirely extemporaneous, thereby disproving the allegation cast by a rival some time ago, that Mrs. Morris was the literary genius of the family.

In a few remarks, Mr. Reid thanked the association for the gift and then called the business meeting to order. The first thing on the program was the reading of the minutes of the last meeting and this routine business being taken care of, reports of the officers and standing committees were called for. The treasurer's report shows that the association is in good standing financially. The report of the secretary was read by a guest, Secretary Cassidy of the Eagle Storage Warehouse Co., Brooklyn, N. Y., being unable to attend owing to a slight attack of the grippe. The report of the president was a very able paper and will be published in a later issue of *TRANSFER* and *STORAGE*.

C. H. Wayne of the Brooklyn Storage Warehouse Co., read the report of the committee on legislation which dealt with the hourly basis ordinance, the registration of removals ordinance, and the subject of Public Utilities Control of Warehouses, this last being taken up quite in detail and comments from *Moving* of the Brooklyn Van Owner's Association and from *TRANSFER* and *STORAGE* on the papers presented at the American Warehousemen's convention by Mr. Reid and Mr. Morris being given.

The report of the transportation committee of which D. Ed. Dealy, of the Columbia Storage Warehouse Co., is chairman, was read by him, its principal point being the noted increase



Members and Guests of N. Y. F. W. A. at the Annual Dinner

in the number of electric trucks in use in the van business in New York City.

Following the presentation of these reports came the annual election of officers. Mr. Reid objected to being elected president for another term, but his objections were over-ruled. Mr. Morris was elected vice-president and W. R. Wood, of the Liberty Storage & Warehouse Co., chosen for a member of the executive board, these being the only changes in the personnel of the association's officers. Mr. Cassidy will hold his post as secretary for another year, having earned the praise of the members for his discharge of the duties of that office since he has held it.

After the election of officers the usual discussion as to condition of business took place, it being the opinion of all that business is much better than it has been.

Some of the visitors from out of town were called upon, Mr. Ostell informing the members how to pronounce Baillargeon (By-air-john, only thickening the "j"—try it a few times and say it slightly through your nose). He also told of some of the conditions in Montreal.

Mr. Blanck spoke briefly on the activities of the Allegheny County Team & Motor Truck Owners' Association of Pittsburgh, telling how that organization is now taking up the fight against one-way streets, the question of prices and the problem of labor.

There being no more business to take up, the association adjourned, the party breaking up into little knots that discussed the transfer and storage business or sought the soda counter or the bright lights of upper Broadway.

New Jersey Association Dines

THE second annual dinner of the New Jersey Warehousemen's and Van Owners' Association that was held at Achtel-Stetter's restaurant in Newark Wednesday evening, January 26, was a fitting celebration of the recent victory won by this young organization in the defeat of the proposed ordinance to enforce registration with municipal officers of all removals of household goods. What organization means to men in transfer and storage work was emphasized not by what might be done if—but what has actually been accomplished because the New Jersey Warehousemen's and Van Owners' Association has, during the past year, used to the best advantage that power that a group of men acting collectively can assert.

We are sure that every man present fully appreciated in a businesslike, dollar-and-cents way, what the association has accomplished to better the conditions in the transfer and storage business in New Jersey.

Doubled Attendance This Year

R. T. Blauvelt, president of the association, wore a smile of satisfaction all the evening, especially when Toastmaster Frank McGrath called on him at the close of the dinner to speak to the members and guests about the New Jersey Warehousemen's and Van Owners' Association. Mr. Blauvelt called attention to the remarkable growth of the organization.

There were eighty-six members and guests present, which is double the number who attended the dinner a year ago, and next year, Mr. Blauvelt predicted, there will be twice eighty-six present.

When Toastmaster McGrath called on Treasurer James V. Lupo, everybody thought that a dry financial report was about to be rendered, but Mr. Lupo, after a few "extemporaneous remarks" called on Frank Summers, the brilliant young editor of the snappy *Tailboard Load* to arise and receive the material appreciation of the entire organization. This "material appreciation" was the best traveling bag the committee could find in a careful search of Newark shops. Mr. Summers was so surprised he had to search his gray matter some time before he could find words to express his feelings. He said he felt like the schoolboy who had such a cold his talking apparatus wouldn't work when dear teacher insisted that he recite. Mr. Summers didn't feel just that way. He admitted that he didn't exactly have a cold, but he allowed as how he did have the grip—and thanked them all for it.

Charles Milbauer, of the Trans-Continental Freight Co. and donor of the cigars, responded to the "Cheerful Business Man," an appropriate subject for genial Charles. Everybody knows he is the original optimist and we are certain that he convinced the crowd that "the voice with the smile wins."

J. F. Murray, attorney for the association in the fight to de-

feat the ordinance requiring the registration of household goods removals, told how the ordinance had been killed. He said that as a representative of one or two individuals he would have been helpless before the city council, but backed by an organization that included in its membership forty or fifty firms who employed several hundred people, who had heavy investment in property, buildings and equipment and who had both the money and the inclination to fight the ordinance to a finish, Mr. Murray said the aldermen listened very respectfully to his arguments, and as a result, Newark warehousemen and van owners will not have to make public every removal nor hire the additional clerical force that such an ordinance would have made necessary.

Arthur Hamilton, general freight agent of the Central Railroad of New Jersey, spoke on freight classifications of household goods, calling attention to the varied requirements that the railroads in different sections of the country ask in the packing of household goods for shipment, and predicted that the uniform classification committee would eventually agree upon a uniform rate and a uniform packing standard for household goods. He also reminded warehousemen of the business that had been turned over to them by the railroads during the past few years by cutting down free storage limits, making it necessary for the consignee to use a warehouse instead of the freight house.

Mr. Reid Recalls American Organization

Walter C. Reid was asked to respond to "Our Guests." Being one of the guests himself he said that modesty prompted him to choose his own topic. He recalled some of the early history of organization in the transfer and storage field when, back in 1892, the American Warehousemen's Association was started, and how in 1896, the New York Furniture Warehousemen's Association was founded to handle questions of a more local nature. He called the American Warehousemen's Association and the New York Furniture Warehousemen's Association the parents of all the later associations that were formed, such as the Illinois, the Central, the Southern and the Pacific Warehousemen's Associations. In speaking of co-operation, he recalled the support that the members of the American Warehousemen's Association gave in the fight to force the railroads to cut down the time limit of free storage back in the 90's; how some members doing a gross yearly business of not more than \$25,000 contributed \$500, and others as high as \$5,000, in a single year. Needless to say the fight was won and the American Warehousemen's Association has been a recognized power since.

Mr. McGrath knew the evening would not be complete without calling on Charles S. Morris. We don't remember whether a definite topic was assigned him or not, but that would have been entirely unnecessary, as Mr. Morris never misses an opportunity to drive home a few strong arguments for organiza-

tion. We are sure that he will go down in history as the big exponent of the "collective effort" idea. He congratulated the New Jersey Warehousemen and Van Owners' Association on their remarkable growth and left the crowd all happy by springing a string of new stories.

Letters and telegrams from brother warehousemen too distant to attend were read by Chairman McGrath and a large card which read "Reserved for Rad—Grand Rapids," was displayed.

All sections of Jersey were represented and we have no doubt that President Blauvelt's prediction of double the number at the next annual dinner will be fulfilled. It surely will if they advertise as good a dinner and as clever entertainers as were furnished at Achtel-Stettens. Put us down for a couple of tickets now.



IN the earlier stages of the war, when the idea was prevalent that the conflict would be short and sharp instead of very prolonged, the employers of labor in connection with munition factories inaugurated the 7-day week, paying their hands double wages for Sunday work. In other words, they started their production of munitions by sprinting as if for a short race. Now that it is clear that the course will be a long one, they are revising their ideas on overtime and Sunday labor; and in response to a growing feeling that Sunday work was in every way bad the Minister of Munitions appointed a committee of investigation. This body has now made its report and we briefly give its conclusions as they cannot fail to interest all employers.

The evidence submitted to the committee showed that over a considerable period 7 days of labor only produces 6 days' output, and that even the least observant managers are realizing that the fatigue consequent on long hours means an average-lessening production per hour. The committee therefore advise that a weekly interval of rest must be allowed if the maximum output is to be maintained for any length of time, and that the interval is best given on a Sunday. If Sunday work cannot be discontinued all at once, radical modifications in the existing arrangements should at least be made; and it is suggested that to secure effective reform in the continuous labor and excessive hours of work to which the workers are now subjected it may be necessary to impose restrictions on munition establishments, as competition makes it difficult for individual employers to take action.

Shortage of Drivers

The increasing drain of the war on the manhood of the country has led to a shortage of men for driving purposes. No one regrets this so far as pleasure-driving is concerned, but it is an altogether different question when the vehicle is employed in commercial work. Men over and boys under military age are being employed, and with regard to the latter an attempt is being made to reduce the age limit for obtaining a license from 17 to 16 years so as to provide a larger field to draw from.

But it is from the female section of the population that most of the replacement is expected. Already large numbers of women are employed in the driving of panel delivery vehicles,

cabs and various other of the lighter forms of business motor vehicles as well as a good many pleasure cars.

Now there is a proposal under way to employ women in the driving of heavy vehicles, but the general impression is that there the woman is likely to be found wanting, for while there is no very great physical strength needed for driving an ordinary wagon or truck on the open road, yet in city traffic with its ever changing conditions, vehicular and human, it needs both strength and nerve to do the work competently. The question is likely, however, to be put to the proof soon, for several municipal corporations are about to employ women drivers on their street cars. If they acquit themselves well and keep free of serious accident, it may be taken for granted that the woman driver on other vehicles will be given an extensive trial.

Arising out of the policy of economy which is at present being urged we notice a discussion among surveyors here as to whether wide roadways are less economical than those of only moderate width. The conclusion accepted seems to be that it depends on the amount of traffic and on the camber of the surface. If traffic were evenly distributed all over the surface and wear were fairly equal, then the wide road would be the more economical, but it is all but impossible to get drivers to keep to their proper side; and where there is a high camber, the driver naturally prefers to go with even keel, as sailors say.

Consideration of Road Widths

He consequently keeps as near the center of the road as he can, thus the whole roadway is not utilized to the full. But even with the minimum of camber the road may be so wide that a portion of it must remain virtually unused, and therefore the inference is that any excessive width is liable to become a source of unnecessary expenditure. The Government Road Board has not made any order as to what should be considered the standard width of a road. In view of the present situation and the discussion that has arisen, an official opinion might appropriately be issued. The British Roads Improvement Association which is made up of road users over the country generally, has for its policy a maximum of 24 feet in the open country, and when it is taken into account that in such places seldom are more than two vehicles found abreast at one time, it may be conceded that such a width is ample.

DONALD MACKAY.

190 West George Street,
Glasgow, Scotland, December, 1915.

Would License All Drivers

Police Commissioner Woods has prepared two bills amending the Highway law of the State for immediate presentation to the Legislature. They will arouse opposition. Every possible effort will be made to defeat them. But their acceptance is essential to the welfare of the community, especially to that of the people of Manhattan Island, and it is to be hoped that public opinion in their behalf will be strongly exerted. One relates to the licensing of all operators of motor vehicles, the other to the regulation of all drivers of horse-drawn commercial vehicles in cities of more than 2,000,000 inhabitants. The first provides that no person shall operate a vehicle of any kind on the public highways until he has given reasonable proof that he is qualified to drive a car without endangering the lives of the rest of the community. To that end provision is made that no person shall operate a public motor vehicle until he has obtained a license from the Secretary of State, and that no license shall be given without due examination. This applies to all drivers of motor cars, owners as well as hired chauffeurs. It is reasonable and just. The law that applies to chauffeurs should apply to all who operate automobiles.

The other bill provides that no person shall drive a commercial vehicle propelled by animal power in any city of more than 2,000,000 inhabitants without a license from the Secretary of State. In view of the reckless driving of wagons on nearly all the streets of this city by small boys, this provision will have general approval. It is suggested that no license should be issued to a person under 18 years of age. Perhaps that clause might be modified. A boy of 16 might be as competent to drive carefully as one two years older, and might be as able to prove his capacity before the examiners. But these changes in the law, especially as it relates to traffic in this city, are certainly justified by recent experience. There were 22,540 street accidents in New York City in 1915 and 659 fatalities.

Mr. Woods holds that the traffic problems here can only be solved by the centralization of control in the local police authorities. Therefore he includes in his proposed new legislation a provision that the chief police officer of a city of 2,000,000 inhabitants shall have the power to hear and determine complaints against all licensed operators and drivers of motors and commercial vehicles drawn by horses, and to suspend licenses for a term not to exceed one year. The police are now held responsible for street accidents, but the department is without power to punish violations of the law. Magistrates have been too lenient in such cases, and to invest the Police Commissioner with authority to revoke licenses would undoubtedly result in reducing the number of accidents.—New York Times.

Team Owners in Joint Meeting

After listening to addresses on organization by Judge Carey and Henry Hunter, Secretary of the United Metal Trades Association, members of the Hudson County Team Owners' Association assembled at their annual meeting in the Carteret Club on February 4, unanimously voted to join the State Association of Commercial Vehicle Owners, to be organized at a meeting in Newark, February 18.

Twenty of the Hudson County Association members agreed to attend the Newark organization meeting as representatives of the Jersey City team owners. The delegates who agreed to make the trip were: Alfred Shonan, George W. Hardcastle, John Abel, Hugo Scola, H. W. Woodhouse, William C. Knodel, J. Ames Leo, D. S. Carscallen, George H. Matthew, W. T. Norman, H. W. Melber, J. F. Armstrong, George B. Drack, A. Kachler, G. W. Molenau, L. O. Coder, James Edwards and George Cosgrove.

George W. Hardcastle, chairman of the nominating committee, announced as candidates for the various offices to be filled: Thomas J. Stewart, president; John Abel, vice-president; L. O. Coder, secretary, and Charles Carscallen, treasurer. Mr. Woodhouse took the chair temporarily and the secretary was instructed to cast a ballot for the slate proposed.

Members of the Team Owners' Association put themselves on record as being opposed to the bill to be introduced in the Legislature Monday night, increasing the employers' liability under the labor compensation law to include aliens. The secretary was instructed to prepare a letter expressing the sentiment of the team owners and forward a copy to every Hudson County member of the Legislature.

The team owners will also endeavor to have the Public Service repair the road leading to the wagon elevated in Hoboken. This stretch of roadway, a block in length, is used daily by scores of teams and is in an almost impassable condition, it is alleged.

Mr. Abel, Chairman of the Streets and Ferries Committee, reported that through the efforts of the Team Owners' Association the City Commissioners had been induced to fill in and open up Florence street from Grand to Montgomery street, an improvement that has proved a great convenience to trucking interests. It was also announced by Mr. Abel that the City

Commissioners had promised to pave Fairmount avenue and Johnson avenue from Grand street to the bridge in the spring.

Delegations from the Hudson County Team Owners' Association have promised to attend preliminary meetings of team and truck owners to be held in Passaic and Elizabeth. Mr. Stewart, Mr. Knodel and Mr. Cosgrove have promised to visit Passaic, and Mr. Abel, Mr. Coder and Mr. Woodhouse will attend the meeting in Elizabeth.

It was decided that in the future regular quarterly meetings of the Team Owners' Association should be held and that the executive committee of the organization should get together every 2 weeks.

Illinois Association to Meet at Cedar Point

It has not been definitely decided as yet, but it is fairly certain that the Illinois Furniture Warehousemen's Association will meet this summer at Cedar Point on Lake Erie which is near Detroit, Cleveland, Toledo and other big cities and is rapidly becoming one of America's great summer convention points. During the season of 1915 nearly fifty business conventions were held at Cedar Point.

Cedar Point claims the finest bathing beach in the world. We don't believe it, but we would like to go there and see. It is said that the largest hotels on the Great Lakes are at Cedar Point, as well as the world's largest bathing pavilion (Oh, Atlantic City, where is thy hammer?) and the world's largest dance pavilion, although what particular good such a thing as a dance pavilion would be to the Illinois Furniture Warehousemen's Convention, for years a strictly stag affair, we cannot conceive. No doubt about it, the New York Furniture Warehousemen's Association will have to join in and the stag restriction be removed to enjoy this feature to its fullest extent.

There is a large convention auditorium at Cedar Point, miles of shady walks, hundreds of acres of matchless virgin forest, three miles of picturesque lagoons, a board walk and esplanade similar to Atlantic City's, imposing buildings and beautiful illuminations, and last but not least, accommodations for 10,000 people in dining rooms, buffets and lunch rooms.

Aside from the advantages of Cedar Point as a meeting place, the advantage to the Illinois Association in coming further east with its summer convention and getting in closer touch with the transfer and storagemen who can most easily reach this point from Chicago, Buffalo, New York City, Philadelphia, Pittsburgh, Cleveland, Detroit, Toledo, Columbus and other centers, should be a strong reason for holding the convention there. If the New York Furniture Warehousemen's Association will join with the Illinois organization at Cedar Point a summer meeting as big and as successful as the New York City meeting of the American Warehousemen's Association last December should be the result, for those who go to the Illinois meeting every summer and neglect the New York Association's meeting will be there, and vice-versa.

It will be a great advantage to the New York Association to join in this meeting, for while some of the associate members from the immediate east may not be able to attend, the associate members from the west and middle west can get to Cedar Point easily.

Shippers Get More Time at New York

The recently proposed regulation by the principal carriers entering New York City to reduce from 10 to 5 days the time allowed for the free storage of domestic freight and for increasing the charges for storage after the 5-day period have been suspended by the Interstate Commission until May 14.

The Commission recently authorized the carriers to reduce the free time on shipments through New York City for export.

Freight Delays Arouse Shippers

DELAYS in transportation, failure to deliver freight to steamships when ordered, and inability to locate cars consigned to New York City are among the grievances mentioned by shippers as caused by inefficient management of the carriers apart from the difficulties due to the lack of ships and terminal facilities. They assert that a large part of the blame for the present congestion can be laid to the lack of foresight of railroad officials.

Statistics compiled by exporters show that the average transportation time for freight between Chicago and New York City in October was about 7 days under normal conditions. During November and December this average was increased to about 15 days, even in cases where ships were waiting to receive the merchandise upon arrival. The average in January is said to be greater. Shippers report instances where cars were consigned to New York City for delivery to certain vessels and became lost in transit. Cases are mentioned where special attempts to locate the position of cars by traffic managers failed to gain the information until several days or a week after the first inquiry.

Large export firms in Chicago report unusual delays in returning empty cars to inland points after they have been unloaded at New York. This is not due to a shortage in labor, they say, as this need has been met by the roads; and is not due to a shortage in cars, as the latest report of the American Railway Association shows a surplus of more than 46,000 cars net for the first of the year.

Lighterage Monopoly

John B. Kirkman, president of Austin, Baldwin & Co., said that the lack of co-ordination of railroad lighterage service can be eliminated only through a monopoly exercised by some one company. The political opposition to a monopoly could be obviated by public regulation of profits, he said. He pointed out further that the highest degree of convenience in handling export freight could not be reached unless a plan for a great central terminal could be devised, from which all goods consigned to particular steamship lines and piers could be routed.

"The difficulty under which the railroads are laboring," said Mr. Kirkman, "is not in getting cars to New York but in disposing of them after arrival. The carriers did not anticipate properly the extent of the traffic, and did not make sufficient preparations to handle it. If the United States enters vigorously into the foreign trade of the world and becomes a serious competitor of Great Britain and Germany the present traffic movement can be considered normal."

He admitted that the roads have been opposed by the national and city governments in efforts to increase their port facilities and cited the case of the Brooklyn marginal railroad scheme.

In a letter written recently to the Merchants' Association, Mr. Kirkman said:

"Six months ago we could move freight from Milwaukee, Illinois and Ohio points and figure on a maximum of 8 days to New York. We are today trying to trace and find cars that have been out of Milwaukee since the last week in November. We have seventeen carloads en route to New York from Milwaukee, the latest of which was shipped 14 days ago, the earliest 6 weeks ago. The failure of the first cars to arrive has meant a difference in ocean freight of 83 cents per 100 pounds, which we have to pay over and above what we would originally have paid had the cars arrived in proper time.

"We have had men out working at night and every Sunday for the last 3 months trying to find cars which railroad companies report are on hand, and it would take nothing short of a miracle to find them, because the present conditions of the railroad offices and their traffic departments are in such a state

today that they don't know whether they are running a railroad or a three-ring circus.

"The traffic manager of the National Supply Co. of Pittsburgh was with us last week and spent 4 days trying to locate cars which have been en route to New York for 2 weeks. They were reported on hand, but neither he nor the railroad company could find them.

Rates Rise During Delay

"Thousands of dollars have been paid out by us in additional freights on a contract on steel tubing which we are moving out of Milwaukee. This contract was made by us upon a movement of ten cars a month, and at the time it was made there was not the slightest reason why the railroads could not get the goods here in time to fulfill our contract with the steamship company and to deliver to them the freight according to the contract. The first lot of 300 tons arrived with reasonable promptness, by which we mean it was only 2 weeks late, and the steamship company kindly gave us an extension on our contract. Since that time, however, the goods have been limping in a car at a time and the contract has been cancelled.

"The requisitioning of boats by the various belligerent governments has resulted in jumping the ocean freight market constantly, and we are the sufferers. The reason there is such a congestion at New York is perfectly plain and that reason is the total failure upon the part of the railroads to realize the volume of traffic which would move. The statement that shippers are using cars for storage pending shipments is the most arrant nonsense, and could be classified just as strongly as the English language permits."

Frank J. Oliver, secretary and treasurer of Oliver Bros. Purchasing Co., denied the assertion of railroad officials that it is the practice of shippers and exporters to order forward shipments from various mills without definite arrangements for space on outgoing vessels.

"This is entirely wrong," he said, "not only in the shipment of war supplies, but of ordinary export freight as well. It is the intention of the exporter to calculate on the closest possible connection in shipments from the mill to outgoing steamers to foreign ports, as the exporter places these orders either against an established letter of credit or the sale of complete negotiable documents through New York banks. These documents constitute ocean bills of lading, with invoice and insurance certificates to cover the amount. Purchases from the mills are paid for in 10 days from the date of shipment from mill at point of origin, subject to whatever cash discount applies.

Exporters Don't Want Delays

"The collections of these advances to factories are as stated above. Therefore the only logical conclusion is that every exporter is anxious to see that no delay occurs in transit or in lighterage delivery, but makes the closest calculation possible, keeping in mind the object of fulfilling his engagement on the steamer for which space has been engaged. Undue delay in transit as well as lighterage delivery merely places an additional burden upon the exporter."

Mr. Oliver said that coastwise trade has been injured by the inability of the railroads to make deliveries to the steamships. He said:

"Officials of the American-Hawaiian Steamship Co., having a large fleet of vessels that operate for domestic freight to Pacific Coast ports, also the Hawaiian Islands, with fifteen acres of receiving space at their piers, give every facility for quick transfers of goods from lighterage to vessels at their wharves, said to me recently that their steamer Kentuckian, scheduled to sail Decem-

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To Thee, My Master, I Offer My Prayer:

Feed me, water and care for me, and when the day's work is done provide me with shelter, a clean, dry bed and a stall wide enough for me to lie down in comfort. Talk to me. Your voice often means as much to me as the reins. Pet me sometimes, that I may serve you more gladly and learn to love you. Do not jerk the reins, and do not whip me when going up hill. Never strike, beat or kick me when I do not understand you. Watch me and if I fail to do your bidding see if something is not wrong with my harness or feet.

Examine my teeth when I do not eat. I may have an ulcerated tooth, and that, you know, is very painful. Do not tie my head in an unnatural position, or take away my best defense against flies and mosquitoes by cutting off my tail.

And finally, O my master, when my useful strength is gone, do not turn me to starve or freeze, or sell me to some cruel owner to be slowly tortured to death; but do thou, my master, take my life in the kindest way and your God will reward you here and hereafter. You will not consider me irreverent if I ask this in the name of Him who was born in a stable. Amen.

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"Section 3 (b). Every person owning or operating any of the vehicles aforesaid, shall on Monday of each week file in the office of the city clerk a full and correct statement containing all the information required by Section 1 hereof, covering all transfers taken place during the previous week. Upon receipt of each such statement the city clerk shall file the same in his office, and such statement shall be open to the inspection of the public. The city clerk shall keep a register alphabetically arranged of all such changes in such address, which register shall also be open to public inspection.

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"At the trial we moved to quash the complaint and warrant because the ordinance was invalid, unreasonable and oppressive. It was generally conceded here that the ordinance was passed for the purpose of assisting the Retail Merchants' Association of this city in locating and keeping track of their customers and facilitate collections. We claimed that this was not within the proper exercise of the legislative or police power of the city, and that the ordinance was oppressive because it required the draymen of the city to perform a large amount of labor for which they were not paid any adequate compensation, and which the city had no authority to impose upon them.

"The Judge of the Records Court granted our motion to quash. We understand that the matter was referred by the city commission to not only the city attorney, but also to some private attorneys for the purpose of determining whether it was advisable to carry the matter up to the Circuit Court, but while we do not know what advice was given them, we do know that no further action has been taken.

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The Interstate Commerce Commission in 1913 and 1914 on its own initiative conducted a general investigation into the terms and conditions prescribed in the carriers' bills of lading. While the Commission had the matter under consideration, Congress passed the Cummins' law amending the Act to Regulate Commerce as to the issuance of bills of lading or receipts, limitations of liability and the presentation of claims, all of which had a direct bearing upon the terms and conditions of bills of lading.

The Commission, in rendering an "ex parte" opinion upon the Cummins' law, expressed the view that it would probably be necessary to re-open the bill of lading case.

Freight Delays Arouse Shippers

DELAYS in transportation, failure to deliver freight to steamships when ordered, and inability to locate cars consigned to New York City are among the grievances mentioned by shippers as caused by inefficient management of the carriers apart from the difficulties due to the lack of ships and terminal facilities. They assert that a large part of the blame for the present congestion can be laid to the lack of foresight of railroad officials.

Statistics compiled by exporters show that the average transportation time for freight between Chicago and New York City in October was about 7 days under normal conditions. During November and December this average was increased to about 15 days, even in cases where ships were waiting to receive the merchandise upon arrival. The average in January is said to be greater. Shippers report instances where cars were consigned to New York City for delivery to certain vessels and became lost in transit. Cases are mentioned where special attempts to locate the position of cars by traffic managers failed to gain the information until several days or a week after the first inquiry.

Large export firms in Chicago report unusual delays in returning empty cars to inland points after they have been unloaded at New York. This is not due to a shortage in labor, they say, as this need has been met by the roads; and is not due to a shortage in cars, as the latest report of the American Railway Association shows a surplus of more than 46,000 cars net for the first of the year.

Lighterage Monopoly

John B. Kirkman, president of Austin, Baldwin & Co., said that the lack of co-ordination of railroad lighterage service can be eliminated only through a monopoly exercised by some one company. The political opposition to a monopoly could be obviated by public regulation of profits, he said. He pointed out further that the highest degree of convenience in handling export freight could not be reached unless a plan for a great central terminal could be devised, from which all goods consigned to particular steamship lines and piers could be routed.

"The difficulty under which the railroads are laboring," said Mr. Kirkman, "is not in getting cars to New York but in disposing of them after arrival. The carriers did not anticipate properly the extent of the traffic, and did not make sufficient preparations to handle it. If the United States enters vigorously into the foreign trade of the world and becomes a serious competitor of Great Britain and Germany the present traffic movement can be considered normal."

He admitted that the roads have been opposed by the national and city governments in efforts to increase their port facilities and cited the case of the Brooklyn marginal railroad scheme.

In a letter written recently to the Merchants' Association, Mr. Kirkman said:

"Six months ago we could move freight from Milwaukee, Illinois and Ohio points and figure on a maximum of 8 days to New York. We are today trying to trace and find cars that have been out of Milwaukee since the last week in November. We have seventeen carloads en route to New York from Milwaukee, the latest of which was shipped 14 days ago, the earliest 6 weeks ago. The failure of the first cars to arrive has meant a difference in ocean freight of 83 cents per 100 pounds, which we have to pay over and above what we would originally have paid had the cars arrived in proper time.

"We have had men out working at night and every Sunday for the last 3 months trying to find cars which railroad companies report are on hand, and it would take nothing short of a miracle to find them, because the present conditions of the railroad offices and their traffic departments are in such a state

today that they don't know whether they are running a railroad or a three-ring circus.

"The traffic manager of the National Supply Co. of Pittsburgh was with us last week and spent 4 days trying to locate cars which have been en route to New York for 2 weeks. They were reported on hand, but neither he nor the railroad company could find them.

Rates Rise During Delay

"Thousands of dollars have been paid out by us in additional freights on a contract on steel tubing which we are moving out of Milwaukee. This contract was made by us upon a movement of ten cars a month, and at the time it was made there was not the slightest reason why the railroads could not get the goods here in time to fulfill our contract with the steamship company and to deliver to them the freight according to the contract. The first lot of 300 tons arrived with reasonable promptness, by which we mean it was only 2 weeks late, and the steamship company kindly gave us an extension on our contract. Since that time, however, the goods have been limping in a car at a time and the contract has been cancelled.

"The requisitioning of boats by the various belligerent governments has resulted in jumping the ocean freight market constantly, and we are the sufferers. The reason there is such a congestion at New York is perfectly plain and that reason is the total failure upon the part of the railroads to realize the volume of traffic which would move. The statement that shippers are using cars for storage pending shipments is the most arrant nonsense, and could be classified just as strongly as the English language permits."

Frank J. Oliver, secretary and treasurer of Oliver Bros. Purchasing Co., denied the assertion of railroad officials that it is the practice of shippers and exporters to order forward shipments from various mills without definite arrangements for space on outgoing vessels.

"This is entirely wrong," he said, "not only in the shipment of war supplies, but of ordinary export freight as well. It is the intention of the exporter to calculate on the closest possible connection in shipments from the mill to outgoing steamers to foreign ports, as the exporter places these orders either against an established letter of credit or the sale of complete negotiable documents through New York banks. These documents constitute ocean bills of lading, with invoice and insurance certificates to cover the amount. Purchases from the mills are paid for in 10 days from the date of shipment from mill at point of origin, subject to whatever cash discount applies.

Exporters Don't Want Delays

"The collections of these advances to factories are as stated above. Therefore the only logical conclusion is that every exporter is anxious to see that no delay occurs in transit or in lighterage delivery, but makes the closest calculation possible, keeping in mind the object of fulfilling his engagement on the steamer for which space has been engaged. Undue delay in transit as well as lighterage delivery merely places an additional burden upon the exporter."

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The Traffic Bureau of the New York Merchants' Association is in receipt of the following notice from the Commission:

In the Matter of Bills of Lading

"Various questions having arisen since the prior hearings in this proceeding in consequence of the Act of Congress known as the Cummins' Amendment to the Act to regulate commerce, respecting various bill of lading provisions thereby affected, it has become necessary to hold further hearings therein.

"The testimony heretofore taken was mostly confined to the question of the reasonableness and propriety under then existing law of the provisions embodied in the so-called 'Uniform' merchandise bill of lading issued by carriers operating in Official and Western classification territories, and 'Standard' form in use by carriers in Southern classification territory. In addition to the testimony to be received respecting the effect of the Cummins' Amendment upon the provisions of the general merchandise forms of bills of lading referred to it is also the purpose of the Commission in connection with these further hearings to receive testimony on behalf of the interested shippers and carriers in respect to the lawfulness and propriety of the provisions contained in the various special forms of bills of lading issued by carriers engaged in interstate commerce to cover particular classes of traffic, such as live stock, general merchandise export, cotton export, etc., as well as upon the demand coming from certain shipping interests for a separate form of bill of lading containing reasonable and appropriate provisions covering the transportation of perishable products.

During the course of the hearings already held some testimony was offered respecting the provisions of some of the special forms referred to, but as the investigation was then being conducted primarily in connection with the provisions of the domestic merchandise bills of lading mentioned the matter of the special forms was not fully gone into, as it is now proposed to do.

"These hearings will be held at the places and upon the dates hereinafter indicated, and the various forms of bills of lading taken up and considered in the order outlined."

The first hearing will be held in this city on Monday, January 24, 1916, at 10 a.m., in the United States Custom House.

Members interested in any of the provisions of the present forms of bills of lading which they believe to be unreasonable or unjust or contrary to public policy, or in any of the matters under investigation with respect to special forms of bills of lading, should take this opportunity to present their views to the Commission.

First Hearing Held

The first of the series of hearings by the Interstate Commerce Commission in the matter of bills of lading, was held at the New York Custom House before Lawrence Satterfield, Special Examiner of the Interstate Commerce Commission, recently. The Commission found it necessary to re-open the Bill of Lading case owing to changes caused by the Cummins' Law after the Commission had the case under consideration.

The hearing was largely confined to a discussion by representatives of shippers and carriers of modifications which must be made in the Bill of Lading as to the limitations of liability by carriers and restrictions with relation to the presentation of claims.

The Cummins law places upon the carriers liability for the full actual loss, damage or injury caused by them to property transported and forbids any limitation of that liability or the amount of the recovery. The Interstate Commerce Commission, in an ex-parte opinion with relation to the Cummins Amendment, expressed the view that where rates are lawfully dependent on declared values and are classified according to the character of the property, of which value may constitute an element, the carrier may limit its liability to the full value

of the property so classified and established as of the time and place of shipment.

It appeared that the carriers have erroneously applied this principle of fixing the value as of the time and place of shipment to all transactions, contrary to the provisions of the Cummins Bill. To define more clearly the liability of the carrier, and to establish a basis for the adjustment of claims, J. C. Lincoln, Traffic Manager for the Merchants' Association, on behalf of the shipping interests, presented the following as a reasonable condition to be embodied in the Bill of Lading:

"Where there is an invoice price from the owner to the consignee, the amount of any loss or damage for which any carrier is liable shall be computed on the basis of the bona fide invoice price from such owner to such consignee.

Computation of Loss

"On consigned shipments for which there is no invoice price from the owner to the consignee, the value of which is usually determined by the market price at destination, the amount of any loss or damage for which a carrier is liable shall be computed on the basis of the market price at destination at the time of arrival or at the time the shipment, under normal conditions, should have arrived at destination.

"Where the property is transported upon an 'Order Bill of Lading,' the amount of any loss or damage for which any carrier is liable shall be computed on the basis of the bona fide invoice price from the holder or owner of the 'Order Bill of Lading' to the purchaser."

It was further recommended that there be incorporated in the Bill of Lading conditions the following:

"In the case of property which is lost or destroyed resulting in non-delivery of the shipment, the company shall immediately give written notice thereof to both the consignor and the consignee."

The above provision should be made in the contract for carriage.

It was also proposed that the provision of the Bill of Lading making the carrier not liable when loss, damage or delay was caused by the act of God, the public enemy, etc., be modified so as to hold the carrier liable for loss caused by its negligence.

It was also recommended that when property is refused or remains on hand undelivered, written notice should be sent to the shipper.

There was a general discussion, with relation to Bills of Lading on export traffic, as to conditions of through Bills of Lading and as to regulations which should be applied on export traffic now moving to the port on domestic Bills of Lading.

Keen interest was displayed by representatives of Eastern commercial organizations and counsel for carriers, and a large number of shippers in the discussion. Hearings will be held in Chicago on February 2, San Francisco on February 14, New Orleans on February 21, Atlanta on February 28, and oral arguments will be held at Washington commencing Thursday, April 20.

Proposed Legislation Approved

The Merchants' Association acting upon a report made to the Board of Directors by its Committee on Commercial Law, of which Edward D. Page is Chairman, has recorded its approval of a bill regulating interstate bills of lading, the committee's report on this bill being as follows:

Senate 19, Regulating Interstate Bills of Lading—

"This bill is identical with that introduced by Senator Pomerene at the last session of Congress, when it was approved and supported by the association, inasmuch as it had been carefully revised by the Transportation Committee and the Committee on Commercial Law, and the amendments suggested by those Committees embodied in Senator Pomerene's bill. We recommend that the previous approval of the association be reaffirmed.

—Greater New York.

Motor Trucks, Steamship and Railroad Lines

The following paper on "Co-operation between Motor Trucks and Steamship and Railroad Lines" was read before the convention of the National Rivers and Harbors Congress at Washington, D.C., on December 9, by H. L. Whittimore of the Autocar Co., Ardmore, Pa. The paper applies especially to the problem of the transferman who hauls to and from railroad and steamship lines.

In the August issue of *The Marine Review* an article appeared, entitled, "Using Motor Trucks to Secure Business." It gave, in some detail, a description of a service rendered during the past summer by The Fruit Belt Auto Truck Express to the growers of the fruit belt around Lake Michigan. This comparatively new venture came to the attention of your secretary, Mr. Thompson, and, as Autocars are used in this work, he very courteously invited me, as a representative of The Autocar Co. to say a few words on motor trucks.

First Motor Truck Built in 1903

The motor truck is the baby of transportation in point of age—the first motor vehicle made in this country specifically for commercial use was in 1903, and it was not until 1907 that motor commercial vehicles passed out of the experimental stage and were really manufactured and marketed as a proven product. It is estimated in round figures that at the present time there are about 200,000 commercial motor vehicles operating in the United States. A figure that may be of interest is that the estimated output of commercial motor vehicles for 1916 is between 80,000 and 90,000. As there is hardly a business man in the country today who has not come in contact with motor commercial vehicles in some phase of their activity, I am sure I need produce no more figures to establish the place of the motor truck in the sun.

The stimulating and fascinating thing about the motor truck business is the fact that hardly a day goes by but that some new field is opened up in which the motor truck is establishing new records of economy and reliability of operation. Add to this breadth of possibilities, the fact that motor trucks are bought and sold on the basis of what they will actually earn for the owner, either in new business made possible, or in saving over older methods, and the enthusiasm of those engaged in making and selling these transportation babies will be readily understood.

The figures of tonnage carried by the railroads and steamships are so large as to be beyond comprehension, and the rate at which these figures grow leaves one stunned. Over 300,000,000 tons of freight are annually hauled to and from marine terminals alone.

With but little exception the entire movement of railroad and steamship freight has to be handled by some highway carrier. This fact alone establishes a working relationship between motor trucks and the common carriers.

Lost Time Bugbear of Modern Business

The big bugbear of modern business is loss of time—to overcome this loss is the problem that we all try to solve. One of the most interesting facts that I have come across in our business is that if you show a man where a motor truck will save him time, he will have reduced that time to dollars and cents before you can say another word.

We, all of us, who have anything to do with transportation have only one thing fundamentally to sell, that is service, and wherever we can get together to improve that service we all gain. Under almost every condition the motor truck has

demonstrated its ability to render better service than the horse. One of the few places where this is not 100 per cent true is at the freight terminals of our largest cities.

The piers and railway freight terminals of our big centers in many cases not only present a problem that militates very strongly against the motor truck, but creates a condition that makes it impractical for the motor truck to step in and even point a possible way to solve the problem. The congestion at these terminals is so bad that motor truck owners are loath to send their trucks there. A motor truck, under most conditions, is far more economical than horse-driven equipment, but a motor truck, like any other vehicle, is only making money when it is under way with a paying load; and where conditions hold it idle for a long time the interest charges on its first cost cut into its earning capacity at a rapid rate.

In New York City the congestion at the piers and freight stations is terrific, and I cannot help feeling after studying the conditions there that the steamship and railroad lines have only begun to take the possible steps for relieving these conditions. An instance where conditions have been very materially improved is on the piers of the Fall River Line where freight is handled on the pier by mechanical freight handlers. As a result of this, shippers dealing largely with the Fall River Line find that motor trucks are paying better than where they are working at some other terminals.

Waits of Wagons at Terminals

It is not at all infrequent for wagons to have to wait from 3 to 4 hours every working day in the year in the terminal service. With motor trucks this delay causes an actual loss of from \$200 to \$480 per vehicle per year. As methods to overcome this delay are adopted more and more motor trucks will be used.

Looking at this question from the other side, let us see whether the increased use of motor trucks cannot effect a substantial saving in dollars and cents for the companies operating the freight terminals. The more congested the space the more the rental of the terminal costs—on the west side of New York City the rental of pier space is something over eighty cents per square foot per year. A single horse-delivery wagon is about eighteen feet long and occupies about ninety square feet, while a small motor vehicle of similar capacity occupies scarcely more than ten and one half feet in length, or sixty square feet, a saving of at least twenty-five per cent, when an extra space for maneuvering is allowed. The average saving per year of a motor truck in this one respect would be about \$16, as about the same difference exists between the two-horse team and the larger motor as between the smaller units. It is estimated that about 40,000 vehicles are constantly engaged in trucking to piers on the west side of New York City—if only half of these were replaced by motor vehicles the annual saving to pier owners of this one district in increased space available for storage would be close to \$300,000 a year.

Transportation engineers are working over this problem of congested terminals, and there has been a wide range of new methods suggested and tried. One factor that will surely be big in working out this difficulty is the use of removable truck bodies, in this way bodies can be loaded and ready to shift on to the chassis while the chassis is out at work.

One of the best examples of this sort of work is the installation that the Curtis Publishing Co. has adopted in Philadelphia. Up until August, 1912, horses were used for all their work—

their present system is unique in two important respects; all their loading and unloading is done by mechanical means and all hauls are over distances of not more than a mile and a quarter through congested districts. This case touches our subject closely because the Curtis Publishing Co., by special arrangement with the Pennsylvania Railroad, has installed at the Broad Street Station in Philadelphia the same system of triplex hoists and removable bodies as used in its own plant. The loaded truck is backed in, the body swung off, and the chassis backs under the empty body and is on its way back with a minimum of delay. With the old method it took from 15 to 40 minutes just to load. Now the truck changes from an unloaded to a loaded body, goes from the plant to the railroad station, deposits its loaded body and is back again in 35 minutes. In this way the trucks themselves are working at a high rate of efficiency and the handling of the mail matter by the railroad is greatly facilitated.

I have already referred to the Fruit Belt Auto Truck Express, and, as that service is the reason for my being here at all, I am going to describe more fully this activity. I am particularly interested in this work because I happened to be in Chicago last June when our Chicago office sold the first trucks to this company. While this operation was only carried on during a part of last season it has already demonstrated its practicability and has served as a beacon that lights the way to a use for motor trucks to which it is impossible to see a limit.

As Feeders For Inland Waterways

Of necessity, a boat is handicapped by lack of mobility, and steamship lines have had to draw their freight business from industrial and agricultural communities within a short distance of navigable waters. An active-minded man who lived in South Haven, Michigan, saw the advantages both to the steamship line and to the fruit growers if he could extend the territory from which it was economically practical to ship fruit to Chicago by boat. This man inaugurated The Fruit Belt Auto Truck Express, and, as he renders a real service both to the steamship company and to the farmer he collects from both of them. The farmer pays him a certain amount per barrel or bushel for transporting fruit to the boat, and the steamship company pays a percentage of the freight rate for the new business created for them.

During the summer of 1914, The Chicago and South Haven Steamship Co. carried about 500,000 pieces of fruit freight, a very considerable item of business. All of this freight came from farmers living within a radius of fifteen miles of South Haven, most of it from those within eight or ten miles of the lake. The motor trucks easily reach farms twenty-five to thirty miles away and really extend the possible territory about four times. Although I have not the actual figures of increase I have a letter from the steamship company assuring us that any steps we might take to increase the service during the coming season would meet with their heartiest co-operation.

Both Farmers And Steamship Companies Benefit

It is easy to see in this case how motor-truck service is a distinct advantage to the farmer and to the steamship line. The farmer is saved the inconvenience of hauling to a terminal, and in addition to that has his fruit carried to Chicago in a few hours in the cool of night so that the fruit reaches the market in better condition. Moreover, the produce gets to Chicago much earlier in the morning, and arrives at a point nearer to the commission houses to which it is consigned. The shipments are sorted on the dock according to the consignees and a bulk receipt taken for all the fruit destined for each consignee, which greatly facilitates delivery.

From the point of view of the steamship company this system has two very decided advantages. It opens up new business that they previously were unable to get, and it reduces the overhead expense of handling business, as the consignments

come to them in bulk instead of in smaller quantities from each individual shipper.

The Bush Line of Wilmington, Del., runs freight steamers between Philadelphia and Wilmington. While this line has always maintained a collection and delivery service, it is only within the past few months that they have added motor trucks to their equipment. In talking to Mr. Bush the other day he said that the trucks had not been working long enough to have set up actual figures of cost and profit, but he said: "We are selling nothing more or less than service, and we have had a great many expressions of appreciation of the improved service that our motor trucks are rendering." Here is a case where trucks are proving their efficiency on short-haul work, for although none of the hauls are over three miles the trucks are averaging thirty-five to forty miles a day as against twelve to fifteen miles for a two-horse team.

Under Ideal Conditions

In one sense these trucks are working under ideal conditions, for they are owned and operated by the company that owns the piers and every possible step is taken to make them as efficient as possible. The space of one side of the wharf is given over to the trucks and the freight is assorted with that in mind.

The business houses that are served by motor trucks are saved a great deal of time as the trucks cover a route in less than half the time that horses take. The Bush Line finds that on the item of overtime labor alone the trucks are effecting a big saving. The trucks get to the pier in the evenings from ½ to ¾ hour earlier than the horse-drawn wagons, which means a great deal, as overtime is paid for all dock work after 6 o'clock.

There is no doubt but that the motor truck is a time saver, and by that very reason alone it is a logical and sound step in the evolution of transportation. From the man with a pack on his back to the motor truck is a long step, but each link in the chain has had its place because it could carry a larger load at a greater speed than the unit it displaced.

We sometimes feel impatient because we know that there are many conditions that must be changed before motor trucks can realize their full efficiency, but we must consider that motor trucks in many cases are still working in an environment that was planned as a setting for the horse that has so suddenly become old fashioned.

Conditions Changing To Fit Trucks

These conditions must change and are changing as the demand for speed increases—it was less than 2 years ago that trucks of a certain capacity were not allowed on the ferry boats going between Philadelphia and Camden, and the outcome of that was not smaller trucks but larger ferries. In some states there are laws that prohibit motor trucks over certain weights from crossing bridges—in Maryland the limit is four tons. For the most part the bridges have been re-enforced and the ban removed—and in every case important interests are working to overcome these conditions. Today buildings are being planned to accommodate the largest trucks, coal yards and freight sheds are laid out with the idea of making motor trucks work under the most efficient conditions.

Central to Improve Facilities

The New York Central Railroad Co. are planning to elevate their tracks from Sixtieth street down the west side of Manhattan Island to St. Johns Park, where the road's principal New York City freight station is now located. As planned, the new elevated road would have four freight tracks. Opinions differ as to the advantages to the city in this plan. Calvin Tomkins says that such a road would give the New York Central a monopoly of the freight business along New York City's west side. Mr. Tomkins urges a marginal railroad which can be used by all roads including those entering New York City

through New Jersey. Regarding the proposed change a recent editorial in the *New York Journal of Commerce* says:

"Incidental to the New York Central Co.'s improvement on the West Side, which will take its freight tracks off the surface of the streets, is not only an enlargement of yard and terminal facilities for storing and handling freight for distribution at several points—Manhattanville, Sixtieth street by the river, the old station at Thirty-third street and St. John's Park—but a scheme for warehouses and spur tracks to these and to large private establishments, for final delivery in the downtown district. This latter is not included in the general plan, which is expected to cost some \$50,000,000 for track changes, new construction and equipment, etc. The warehouse and spur tracks are only among the things designed for future development, with possible co-operation with other concerns than the railroad company. When it may be undertaken and how far it may be carried will depend upon the future demand and the extent to which co-operation may be secured.

Something of the kind is certainly needed to lessen the cost and relieve the street congestion in the local distribution of freight. As it is, some of the large wholesale and retail establishments have to maintain a trucking service to carry goods, not only directly from terminals to their stores, but from terminals to warehouses for storage, and later from these to the place of sale or shipment after sales, involving a double movement through the streets, where a single one would be sufficient if warehouses were built adjacent to the railroad line, with spur tracks running into them and modern means of expeditious handling. In explaining this, Vice-President Place, who has charge of this branch of the service, refers to the familiar scheme for running an additional line of tracks down West street, to be flanked by warehouses along the waterfront, which, it is said, would result in larger pier facilities of other railroads through competition.

Central Gets Monopoly

"Mr. Place says that the city 'has not been ready to give the New York Central this monopoly,' but the privilege might be granted at some future time or there might be an agreement for a marginal railway controlled by all the roads bringing freight to the island, in which case the city does not wish the New York Central to stand in the way, and for that reason had not permitted it to extend its tracks below St. John's Park. The marginal railway and warehouse scheme is an old one which has been rather discredited. It would be calculated, so far as it was successful, to produce an intolerable congestion on the west waterfront downtown and would facilitate distribution only in a limited district. What is more needed is a better system of lighterage and freight handling facilities by water to points of distribution for other sections on the different waterfronts of the harbor. No distribution is so cheap and convenient as that by water, where that is available for landing near to the ultimate destination of freight. This is one of the advantages of the port of New York, with its liberal expanse of water and long shore lines."

Fewer Wheel Diameters Step To Lower Tire Prices

"Truck operators everywhere, we feel, can exert a marked influence toward the ultimate end of reduced solid tire prices," declares S. V. Norton, manager of truck tire sales for the B. F. Goodrich Co., Akron, O., "by supporting the movement for a reduction in the number of standard S. A. E. wheel diameter sizes.

"Experience of all tire manufacturers, wheel builders and makers of steel rims," continues Mr. Norton, "has proved that unnecessary manufacturing costs can be eliminated through universal adoption by truck makers of fewer wheel sizes than the number used at present. Instead of honoring specifications for six different wheel diameters, 32 inch, 34 inch, 36 inch, 40 inch, and 42 inch—these to be had in seven different widths, making

forty-two different sizes—half this number is amply sufficient to answer the service demands of any form or make of commercial motor vehicles. With only three standard diameters, 34 inch, 36 inch, and 40 inch, to be provided, manufacturing and selling costs will be reduced, and the net result will prove greatly to the advantage of the ultimate consumer."

S. A. E. Is Helping

The Society of Automobile Engineers has already revised its original standards of 1911 to provide for only the three most practical and most-in-use diameters, viz., 34 inch, 36 inch and 40 inch. A vigorous campaign is now on to influence all truck manufacturers to put into practice this recommendation for fewer diameters. At present 75 to 80 per cent of all tires sold are 36-inch and 40-inch sizes. Probably 90 per cent of the tires applied to newly manufactured trucks are of these two diameters, while the 34-inch size is included to take care of trucks whose design requires a smaller wheel.

"By simplified manufacturing processes," says Mr. Norton, "tire costs are bound to decrease in proportion as fewer molds and less special tire building machinery is required. Moreover, it is far more economical in point of capital invested, for the manufacturer to stock only twelve or fourteen sizes, and decidedly more convenient, than to continue as at present keeping on hand from thirty to forty different sizes, in all distributing centers.

"The best service the B. F. Goodrich Co. can render American truck users is to advocate and put into practice policies which will reduce the cost of truck operation for the greatest number. To be 100 per cent efficient a truck should be able to travel whenever and wherever it is needed. This means keeping the truck on the job through all seasons of the year. If a truck fails to deliver this sort of service, it may be chargeable to the tires. With fewer wheel sizes and consequently greater ease of interchangeability, it will be a simple matter to change over from one make that has proved unsatisfactory to one that promises a closer approach to the 100 per cent efficiency mark. And this can be done without the necessity of re-building wheels.

"Truck manufacturers, too, will experience a distinct advantage in confining their wheels to 34-inch, 36-inch and 40-inch sizes. It means decreased and more stable stock investment, and, in the case of concerns building a variety of models, they can depend upon tire and rim manufacturers to deliver equipment on short notice that will answer for all their models."

Hearing On Bill Amending Cummins Law

The House Committee on Interstate Commerce gave a brief hearing on H. R. 563, introduced by Mr. Rayburn, commonly known as the "Securities Bill."

This bill proposes to amend Section 20 of the Act to Regulate Commerce so as to prevent over-issues of securities by carriers and to give the Commission increased authority in the matter of access to carrier's accounts, records, and files.

It has also a provision with reference to the re-enactment of the Carmack Amendment, as amended by the Cummins law, with relation to the issue of receipts or bills of lading and the limitation of liability by common carriers for loss, damage or delay to property tendered for transportation. The operation of the Cummins law has proved so burdensome and objectionable to the shipping public that there is an almost universal demand for remedial legislation.

J. C. Lincoln, Manager of the Traffic Bureau of The Merchants' Association, appeared before the Committee and presented oral arguments in support of the amendments to the Cummins law endorsed by The Merchants' Association, particularly as applied to shipments by express and as baggage.

It is understood that the Committee will conduct further hearings on the question of limiting the liability of common carriers.—*Greater New York*.

Another Law Threatens New Jersey

New Jersey, where the van owners and household goods warehousemen have just gotten through defeating removal registration legislation, is in for another tough time with proposed legislation that affects the household and merchandise storage interests of the state.

A bill has been presented in the New Jersey state legislature which provides that all warehouses must give the valuation of all goods in storage on Tax Day of each year, Tax Day being May 1. The warehouseman is required to obtain from the customer depositing goods, the valuation of the goods. The warehouse is assessed for the taxes and is supposed to collect from the owner of the goods. The disadvantages and real hardships that such legislation as this would inflict on the warehouseman are readily apparent, especially in the case of goods that come into storage about May 1 and go out about May 22.

The New Jersey Warehousemen's & Van Owners' Association is taking up the fight against this legislation, and is greatly in need of the moral and financial support of every storage man in the state. New Jersey warehousemen are requested to communicate with R. T. Blauvelt of J. Dietrich, Inc., East Orange, N. J., who has the opposition's case in charge.

The Exporters' Encyclopaedia

To those interested in export shipping, the Exporters' Encyclopaedia is a handy work of reference. This book enables an exporter to make a shipment to any foreign country in full security against delays, fines, annoyances to customers, etc. It gives routing information, whether the shipper can get a through bill of lading, or if not, which is the nearest point to which a through bill of lading can be obtained, whether any consular regulations must be observed, and the exact cost of same, what the transportation companies require as to bills of lading, payment of freight, and in fact posts him as thoroughly in all details as the most experienced exporter.

Through an arrangement with the Exporters' Encyclopaedia Co., *TRANSFER and STORAGE* is able to furnish copies of the Encyclopaedia to any of its readers who may desire them for \$7.50 per copy, including a year's subscription to the *Exporters' Review* in which the corrections keeping the Encyclopaedia are published.

F. L. Goulding

F. L. Goulding, a member of the Cartage Exchange of Chicago, died at his home on January 26, 1916, leaving surviving him his widow, Ella J. Goulding, and one child, Mrs. Mildred Brothers. He was a member of several different commercial and benevolent organizations and was held in high esteem by all who knew him. A large delegation of the Exchange was present at his funeral and an appropriate floral offering was made by the Exchange as a body. Mr. Goulding was formerly in the manufacturing business, but had become possessed of considerable cartage business, and during the last few months the business had weighed too heavily upon him owing to his impaired health.

Charles J. Harth

Charles J. Harth, one of the organizers and oldest members of the Cartage Exchange of Chicago, a member of the Executive Committee and on other important committees, died at his home on January 31, 1916. He is survived by his widow, Ella Harth, and one daughter, Irene. Mr. Harth was born in Chicago 46 years ago, and for 25 years has been connected with the J. C. Zipprich Teaming Co., of which he was secretary and manager at the time of his death. He was an untiring worker in associa-

tion affairs and belonged to many public benefit organizations. He was vice-president of the Cook County Good Roads Association and chairman of the Goods Roads Committee. In private and public work he was invariably successful and put his whole strength into whatever task he had before him. The members of the Exchange feel that they have lost one of their most efficient workers.

New Nesting Rule

The nesting rule which has prevailed in the Official Classification in connection with freight shipments upon which there was a provision for a "nested" rating, defined nesting as follows:

"The term 'nested' refers to a series of similar articles nested, or enclosed one within the other."

As "nested" ratings are justified by the increased density for the space occupied, it was the contention of the carriers that in order to prevent the application of nesting ratings to shipments that cannot properly be considered as nested, the rule should be made more specific in its terms. The carriers, therefore, proposed to modify the rule so as to require that articles must be placed one within the other in such a manner that each upper article would not project above the next lower article more than one-third its height. The enforcement of such a rule meant an increase in the rating upon many commodities.

Proposed Rule Suspended.

Upon the protest of numerous shippers the Interstate Commerce Commission suspended the rule pending investigation. In rendering its opinion, the Commission said:

"It appears that a general rule to apply in the three classification territories is practicable. Ratings upon such articles as do not nest in conformity with the term, but which, by reason of their weight or commercial unit, may merit consideration should be treated separately. It should be observed that merely bundling similar articles or packing together like articles which barely fit one within the other does not, in our opinion, constitute such a nesting as to justify a reduction in rating. Obviously in a working classification every contingency cannot be provided for, and necessarily some exceptions must be established to a general rule of this character."

The Commission also found "that very few commodities would be affected by the limitation of the rule to shipments of three or more articles to a nest or by the rule limiting the projection of one article above the other 33 1-3 %."

New Rule Authorized.

The Commission authorized the following rule for Official, Southern, and Western Classification Territories:

"Section 1. Unless otherwise specified, the term 'nested,' used in package specifications in this classification, means that three or more different sizes of the article, for which the 'nested' specification is provided, must be inclosed each smaller within each next larger, or that three or more of the articles for which the 'nested' specifications is provided must be placed one within the other so that each upper article will not project above the next lower article more than one-third of its height.

"Section 2. The provisions shown in section 1 of this rule prohibit the application of 'nested' ratings when articles of different name or material, whether grouped in one description or shown separately, are nested or inclosed one within the other."

Members who have been availing themselves of the nested rating under the provisions of the former rule, which was very liberal in its terms, should make a careful examination of their packages or bundles to see whether they do or can be made to conform with the requirements of the new rule. If they cannot be made to conform, and a necessity exists for an exception to the general rule, then appropriate application should be made to the classification for a proper rating.

News From Everywhere Briefly Told

ALBANY, N. Y.

Security Storage & Warehouse Company

Storage Buildings, Fireproof and Non-Fireproof; buildings to let with direct track connections, suitable for any purpose; local branches; manufacturing plants; teaming, transfer and storage.

Correspondence solicited

James G. Perkins, Mgr., P. O. Box 118

ATLANTA, GA.

Cathcart Transfer & Storage Co.

Moves, Stores, Packs, Ships
Household Goods Exclusively

Office and Warehouse
6-8 Madison Ave.

BOSTON, MASS.

"WE MOVE EVERYTHING"

R. S. Brine Transportation Co.

43 India Street

Trucking, Forwarding and Rigging

BUFFALO, N. Y.

Buffalo Storage and Carting Co.

STORAGE, TRANSFER
AND FORWARDING

Warehouse on New York Central Tracks

O. J. Glenn & Son

Everything in the Line of Moving,
Carting, Packing, Storage

Office, 47 W. Swan Street
Buffalo, N. Y.

Niagara Carting Company

223 Chamber of Commerce

GENERAL CARTAGE & STORAGE

Transferring Car Loads a Specialty

CANTON, O.

Cummins Storage Company

310 East Ninth Street

STORAGE, DRAYING, PACKING AND
FREIGHT HANDLING A SPECIALTY

Unsurpassed Facilities for Handling Pool Cars

National Storage Co., Kalamazoo, Mich., are putting up a five-story, \$35,000 addition to their plant in East Water street, which with the basement will give 50,000 additional square feet of floor space. Concrete and steel will be the materials used. The Grand Rapids & Indiana railroad will run a side track into the building. During the past year the company have added to their equipment two heavy duty motor trucks of General Motors make. The following are the officers of the company: Gerard Van Eck, president; H. L. Vander Horst, vice-president; T. M. Hastings, secretary, and Edgar F. Roseman, treasurer and general manager. Mr. Van Eck acts as superintendent.

Did you get one of those New Year cards sent out by Charlie Morris of the Metropolitan Fireproof Storage Warehouse Co., New York City, or one of those engraved Christmas remembrance cards from Morgan & Brother of the same town? The Trans-Continental Freight Co. (New York City office) remembered friends this year with a very attractive card, as did E. H. Yale, manager for the Western Transfer & Storage Co., El Paso, Tex. As usual, Nellie, George and Merle of the Turner Moving & Storage Co., Denver, Col., had something new up their sleeves in the form of a repitition of Christmas and New Year's wishes, mailed from Denver on January 17.

G. Cheatum is in the moving business at Tampa, Fla. Public Utility Control! Quick!

Leet and Lay of TRANSFER and STORAGE acknowledge with thanks receipt of hat brushes from the Central Storage Warehouse of Cleveland, six-inch rules from Charles L. Carbrey of Mt. Vernon and pocket mirrors from Blanck's Transfer & Storage Co. of Pittsburgh.

Packard Motor Car Co. has issued an edict warning all its employees that those born in the United States and naturalized citizens of this country will be given the preference in advancement.

Joseph H. Marx, head of the Marx Transfer Co., Louisville, Ky., died in that city on January 13, at the age of 31 years.

Lincoln Safe Deposit Co., New York City, are dividing two of their large spaces into separate rooms, making forty new compartments. Walter C. Reid, the company's general manager, says that the demand for separate rooms is increasing every day. In the case of the Lincoln, the increased demand is caused partly by the growing use of such space for the storage of office records. The Lincoln company have recently purchased another three-and-a-half-ton General Vehicle electric truck with van body.

Glasgow Storage & Cartage Co., Hamilton, Ont., where they have been in business 35 years, antedating all other storage companies in that city, have taken over the plant and equipment of the Hamilton Warehouse & Forwarding Co., Ltd., the Glasgow company's plants at 21 Jackson street and 2 Chancery Lane having become inadequate for the business handled. The warehouse of the Hamilton company is comparatively

CHICAGO, ILL.

Bekins Household Shipping Co.

Reduced Rates on

Household Goods, Automobiles and
Machinery

General Offices, 38 So. Dearborn Street, Chicago
New York, Boston, Buffalo, Cincinnati

Trans-Continental Freight Co.

Forwarders of Household Goods, Machinery
and Automobiles.

Reduced Freight Rates to and from all principal
points west.

OFFICES

General Office: 203 So. Dearborn St., Chicago

Woolworth Building, New York

Old Colony Building, Boston

Ellicott Square, Buffalo, N. Y.

Union Trust Building, Cincinnati

Van Nuys Building, Los Angeles

Pacific Building, San Francisco

Alaska Building, Seattle

CINCINNATI, OHIO

"STACEY FIRST"

for

STORAGE, HAULING,
PACKING, SHIPPING

Fireproof and Non-Fireproof
Buildings

Service Guaranteed

Correspondence Solicited

The Wm. Stacey Storage Co.

2333-39 Gilbert Ave.

Cincinnati, Ohio

CLEVELAND, OHIO.

THE LINCOLN FIREPROOF STORAGE CO.

5700 EUCLID AVENUE

5 MODERN WAREHOUSES

15 AUTOMOBILE MOVING VANS

Service and Satisfaction Guaranteed

Cleveland, Ohio

"The NEAL"

7208-16 Euclid Avenue, Cleveland, O.

Modern Fireproof Buildings

Service Complete

Carload Consignments Solicited

DENVER, COL.**THE WEICKER
TRANSFER AND STORAGE CO.**

Office, 1017 Seventeenth Street
New Fireproof Warehouse on Track
1447 to 51 Wynkoop Street
Storage of Merchandise and Household Goods
Distribution of Car Lots a Specialty

DES MOINES, IA.**Merchants Transfer & Storage
Company**

WAREHOUSEMEN AND FORWARDERS
General Offices - - - - - Union Station

EL PASO, TEX.**WESTERN TRANSFER
& STORAGE COMPANY**

518 SAN FRANCISCO ST.
Forwarders and Distributors—Trucking of all kinds—
Distribution Cars a specialty. Warehouse
on Track

ERIE, PA.**The Erie Storage & Carting
Company**

Packers of Planos and Household Goods, Storage,
Carting and Parcel Delivery
Warehouse Siding, switching to all lines

FORT WAYNE, IND.**Brown Trucking Company**

MOVING, CARTING, STORAGE
AND DISTRIBUTING
125 West Columbia Street

FORT WORTH, TEX.**Binyon Transfer & Storage
Company**

265-7 West Fifteenth Street
Receivers and Forwarders of Merchandise
Furniture Stored, Packed and Moved
Handling "Pool" Cars a Specialty

HARTFORD, CONN.**The Bill Brothers Company
TRANSFER & STORAGE**

Special Facilities for Moving Machinery, Safes, Furni-
ture, Planos, etc. STORAGE WAREHOUSES
with separate apartments for Household Goods and
Railroad Siding for Carload Shipments

new, and is one of the most up-to-date buildings
in Canada, it is said. Separate rooms are pro-
vided for furniture storage.

D. A. Morr Transfer & Storage Co., Kansas
City, Mo., have taken over the entire business
and equipment of the Terminal Warehouse Co.
in the same city, the consolidation taking effect
January 1.

Lefrancois Transfer & Teaming Co., Woon-
socket, R. I., suffered a \$25,000 fire in their
wooden building at Arnold and Race streets
on January 17, the two upper stories, filled
with household goods and merchandise. The
first floor was used as a stable. Firemen saved
between forty and fifty horses.

W. H. Bush has purchased the O. K. Transfer
Line at Albuquerque, N. M., and will continue
the business at 424 North Second street, that
city.

Golden & Boter Transfer Co., Grand Rapids,
Mich., have purchased the DeGood Transfer
Co. of the same city and will conduct the busi-
ness of both concerns through one office, closing
the DeGood office on Bond avenue. James De-
Good, who founded the DeGood company 9
years ago will remain with Golden & Boter as
assistant manager.—"Rad."

A. W. Burtis, San Francisco, Cal., in the
transfer business in that city for many years,
has sold out his interests and retired from the
business.

Lee Cotter of the Cotter Transfer & Storage
Co., Mansfield, Ohio, and Theodore Gabryle-
witz, of the Citizens' Express Co., Philadelphia,
were among those kind enough to remember us
at Christmas time.

New Brunswick Storage Warehouse Co., 18
Drift street, New Brunswick, N. J., are tearing
down their non-fireproof building and putting
up a concrete fireproof structure in its place.
The company have a fireproof building already.

Hamilton Terminal Co., 10 Rapelyea street,
Brooklyn, N. Y., formerly a rental company, are
now going into the merchandise storage business
at that address.

Star Van & Storage Co., Lincoln, Neb., have
recently completed an addition to their fireproof
warehouse which gives them such facilities as
fireproof rooms for household goods, heated
piano rooms, etc., at a cost of \$13,000.

Westheimer Warehouse Co., Houston, Tex.,
announce the formation of a traffic club in
Houston, starting with a membership of 200.

If you didn't get your copy of the January
number of TRANSFER and STORAGE drop us a line
and we'll see that you get one. The postoffice
returned nearly thirty copies which could not
be mailed, because the new mailing machine had
refused to work in their case.

O. K. Storage & Transfer Co., Memphis,
Tenn., in business in that city for sometime,
has been incorporated with a capitalization of
\$10,000. The incorporators are J. M. Walker,
John K. Walker, Arthur L. Crabtree, Wilson
J. Northcross and C. C. Gillespie.

Moore & Dunford, warehouse architects of
Chicago, have completed plans for the erection
of an enormous storage building for the Panama-

HELENA, MONT.**Benson, Carpenter & Co.**

RECEIVERS & FORWARDERS
Freight Transfer and Storage Warehouse
HANDLING "POOL" CARS A SPECIALTY
Trackage Facilities

HOUSTON, TEX.**WESTHEIMER
WAREHOUSE COMPANY**

STORAGE & DISTRIBUTING
Fireproof Warehouses. Separate Locked Rooms

LEOMINSTER, MASS.**W. K. MORSE**

LIGHT AND HEAVY TRUCKING
OF ALL KINDS

Office and Stables, rear 83 Mechanic Street
Residence, 147 Whitney Street

MANSFIELD, O.**COTTER
TRANSFER & STORAGE
Company**

GENERAL HAULING & STORAGE

MILWAUKEE, WIS.**Kinsella Transfer Company**

617 Clinton Street
WE MOVE EVERYTHING
ALL KINDS OF TEAMING

**THE UNION TRANSFER
COMPANY**

Freight-Teaming, Shipping and
Receiving Agents

Warehousing and Storage

OFFICE, 107 REED STREET

"We Deliver the Goods"

MINNEAPOLIS, MINN.**Cameron
Transfer & Storage Company**

708 Hennepin Avenue
Unsurpassed facilities for Storing, Handling, Trans-
ferring and Forwarding Merchandise and
Household Goods
Fireproof Storage

MONTREAL, CANADA**Meldrum Brothers, Limited**

Cartage Contractors
Established 1857

Office, 32 Wellington Street

Unexcelled facilities for the teaming of car load, steamship importations and heavy merchandise.

NEW LONDON, CONN.**B. B. GARDNER, 18 BLACKHALL STREET**

PIANO AND FURNITURE
PACKER, MOVER & SHIPPER

Safe Mover—Freight and Baggage Transfer.
STORAGE

NEW YORK CITY**Julius Kindermann & Sons
FIREPROOF STORAGE WAREHOUSES**

Storage for Household Effects,
Automobiles, Etc.

1360-62 Webster Ave., near 170th Street

The Meade Transfer Company

General Freight Forwarders

Transfer Agents of the
Pennsylvania R. R. and Long Island R. R.

Main Office, P. R. R. Pier 1 N. R.

**Metropolitan Fire Proof
Storage Warehouse Company**

39-41 West Sixty-Sixth Street

STORAGE, CARTAGE, PACKING

**Morgan & Brother**

Storage Warehouses
Motor Vans

230-236 West 47th Street
New York City

West End Storage Warehouse

202-210 West Eighty-Ninth Street

Moving, Packing and Shipping, Storage
Warehouse and Silver Vaults

NEW YORK CITY

OIL CITY, PA.**Carnahan Transfer & Storage
COMPANY**

STORAGE AND PACKING

Pacific Warehouse Corporation, Los Angeles, Cal., and hearings are being held before the state railroad commission to authorize the company to issue \$450,000 in bonds and a like amount in stock. It is said that the warehouse, if sanctioned by the commission will be the greatest thing of its kind west of Chicago. The officers of the proposed company are: A. B. Cass, president; R. H. Raphael, vice-president; C. L. Bisbee, second vice-president; G. B. Ocheltree, secretary, and Carl E. McStay, assistant secretary.

As planned, the building will be six stories in height, 200 by 400 feet, containing 480,000 square feet of floor space. The materials used in construction will be re-inforced concrete and steel. The location will be between Seventh and Ninth streets where trackage from all the trunk lines entering Los Angeles will be available.

The newest devices for handling merchandise, such as spiral chutes, elevators, conveyors, etc., will be installed. It is expected that there will be an expenditure of between \$400,000 and \$450,000 in the construction of the building and as much more in lands, a truck and transfer organization and general equipment. Tentatively, the contract has been awarded to Stone & Webster of Boston.

Merchants' Transfer Co., Inc., San Antonio, Tex., have sent us a copy of "Commerce of Greater San Antonio."

John Winkler's Sons, Inc., Far Rockaway, N. Y., have put up a fireproof addition to their plant on Central avenue. The building is of concrete, steel and hollow tile construction, and contains 50,000 square feet of floor space.

Turner Construction Co., New York City, have been awarded the contract for buildings Nos. 9 and 10 for the Bush Terminal Co., Brooklyn, N. Y. One building will be twelve stories and basement, 200 by 125, and the other six stories and basement 460 by 75 feet, adjoining the present plant of the Bush company.

W. B. Shoemaker Express & Transfer Co., building at 515 Delaware street, Kansas City, Mo., was damaged by fire on January 28.

Revere Rubber Co., Chelsea, Mass., maker of "Spring-Step" rubber horse shoes has gotten out an attractive calendar. TRANSFER and STORAGE has one hanging in the anteroom of its offices.

Lawrence Warehouse & Dock Co., Sacramento and Oakland, Cal., have recently taken over the Sacramento Fireproof Warehouse and will devote one or two floors of this building to the storage of household goods.

Savannah Bonded Warehouse & Transfer Co., and **Kauffman Fireproof Storage Warehouses,** of Savannah, Ga., and Baltimore, Md., respectively, have become members of the American Warehousemen's Association. **Portland Van & Storage Co.,** Portland, Ore., have resigned from membership in the American, stating that they are now so closely affiliated with the Occidental Warehouse & Transfer Co., that it is deemed inadvisable to continue both memberships.

Security Storage Co., Washington, D. C., recently celebrated the twenty-fifth anniversary

PARKERSBURG, W. VA.**Parkersburg Transfer &
Storage Co.**

101-113 ANN STREET

Distributing and Forwarding Agents
Track in Building

PHILADELPHIA**CITIZENS' EXPRESS COMPANY****Theo. Gabrylewitz**

Drayman—Shipper—Distributor

HEAVY HAULING

Parcel Delivery

Auto Delivery

31 North Sixth Street

PITTSBURGH, PA.**Haugh & Keenan
Storage & Transfer Company**

Center and Euclid, East End

PITTSBURGH, PA.

**H O E V E L E R
Warehouse Company**

Movers and Storers

4073-4075 Liberty Ave.,

Pittsburgh, Pa.

**MURDOCH
Storage & Transfer Co.**

Successor to

W. A. Hoeveler Storage Company

Office and Warehouses

546 NEVILLE STREET, PITTSBURGH, PA.

**J. O'NEIL, EXPRESS AND
STORAGE**

813 W. Diamond Street, Northside

Unsurpassed Facilities for Storing
Handling, Transferring and
Forwarding Goods

UNION STORAGE CO.,

Liberty and Second Avenue

GENERAL, COLD AND BONDED STORAGE
TRANSFERRING AND FORWARDING

Weber Express & Storage Co.

4620 Henry Street

Moving, Packing and Storing
of Furniture and Pianos

GENERAL
HAULING

PORTLAND, ME.**Chase Transfer Company**

General Forwarding Agents

Eastern Steamship Company, Maine Steamship
Company, Grand Trunk Railway

Special Attention to Carload Consignment

PORTLAND, ORE.**Northwestern Transfer Co.**

64 and 66 Front Street

GENERAL FORWARDING AGENTS

Special Attention Given to "Pool" Cars

POCATELLO, IDAHO**Hannifan's
Transfer & Storage Co.**

CARLOAD DISTRIBUTERS

Agents for shippers of household goods,
automobiles, machinery and other com-
modities. Pocatello is the leading distri-
bution center of the Northwest.**SPRINGFIELD, MASS.****Central Storage Warehouse**STORAGE AND DISTRIBUTING
PACKING, CARTING, SHIPPING**ST. LOUIS, MO.****Columbia Transfer Company**Special attention given to the
distribution of carload freight

Depots:

St. Louis, Mo., and East St. Louis, Ill.

WORCESTER, MASS.**METROPOLITAN STORAGE
COMPANY**Storage for Household Goods
and Merchandise

Carload Consignments Solicited

The G G G Hame Fastener
Guaranteed

\$4.00 Per Dozen, Delivered

If your dealer won't supply you we will, but prefer to
have you ask your dealer first.

"The G G G" is stamped on every Fastener

G G G Metal Stamping Co.
Warren, Pa.of the establishment of the company as the
storage department of the American Security
& Trust Co.L. T. Crutcher Warehouse Co., Kansas City,
Mo., have effected a lease on a five-story and
basement building at the northwest corner of
Eleventh and Mulberry streets. With the ex-
ception of the first two floors, which will be
leased to various implement companies for
offices and showrooms, the building will be used
for the storage of agricultural implements and
for general storage purposes.**Fort Worth Warehouse & Transfer Co.**,
Fort Worth, Tex., according to the Fort Worth
Star Telegram, has doubled its capacity and its
business within the last year, and in addition
to the two modern fireproof houses previously
erected and in use, they have leased other
buildings to take care of the increased business
of 1916.**Warrant Warehouse Co.**, Mobile, Ala., are
reported as beginning on December 29, the ship-
ment of 30,000 bales of sisal to the International
Harvester Co. at Chicago, St. Paul and other
points. It is said that this is the largest single
order for sisal ever given from Mobile ware-
houses, that it was bought by the Warranty
company from the Mexican Commission at New
Orleans, and has been assembled at Mobile
for over 4 months.**Campbell Stores**, Hoboken, N. J., are plan-
ning to extend their operations so as to include
general forwarding of merchandise to all parts
of the world. Under the plans now maturing,
according to the *Bulletin* of the American Ware-
housemen's Association, the expansion of the
service will comprehend all the functions of
general forwarders and export work; arranging
consular invoices, bills of lading, insurance,
custom regulations, etc., and distributing for
manufacturers south and west.**P. F. BURKE**
DANRELL & D STS. SO. BOSTON, MASS.

MANUFACTURER OF

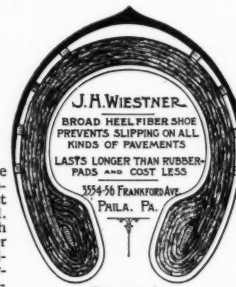
PATENT STEEL TOE CALKS

BLUNT AND SHARP

Also BURKE'S IMPROVED

HORSE SHOERS' FOOT VISE

DIES FOR WELDING SHARP CALKS

**The
Economy
Shoes**So named because
they cost less than rub-
ber filled shoes and last
longer. Fit hot or cold.
While horses shod with
rubber pads and rubber
filled shoes were fall-
ing right and left dur-
ing the sleet of Decem-
ber, 1915, on Market
Street, Philadelphia, wood block pavements, those shod
with the broad heel fiber shoe went along as if on a dirt
road. This is a fact attested to by the drivers of the
horses. How does that strike you?

Send for further information.

JOHN H. WEISTNER, Mfrg.
3554-56 Frankford Ave. Philadelphia, Pa.**Warehouse and
Van Supplies**Furniture and Piano Mov-
ers' Equipment, Wagon,
Van and Auto Truck Covers**Furniture
Loading Pads**Piano Moving Covers, Piano
Dust Covers, Piano Hoists,
Hoisting Belts, Surcingle Belts,
Piano Dollys, Etc.Write for Prices Telephone Main 2691
Manufactured by**F. F. HOPKINS MFG. CO.**
322 W. Lake St. CHICAGO, ILL.Two men delivered 17 pianos
in one day with this truck.**W. T. SLEIGHT MFG. CO.**
303 Wulsin Bldg. Indianapolis, Ind.

The Exchange

A DEPARTMENT OF TRADE AND EMPLOYMENT OPPORTUNITIES FOR TRANSFER-STORAGE-AND-WAREHOUSE

Another Service

Until further notice, all For Sale, Help Wanted, Positions Wanted and other similar advertisements, not exceeding forty words, will be published in three successive issues without charge. This offer applies only to individuals and firms actually engaged in the transfer and storage business who are paid subscribers of TRANSFER and STORAGE. We reserve the right to reject any advertisement. Advertisements may be worded so that replies go direct to advertisers or through our office. If answers are to come through our office kindly enclose 10 cents in stamps to cover cost of postage on replies forwarded to you.

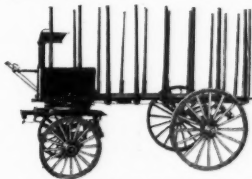


Loading Pads
Wagon Covers, Piano Covers
Piano Dust Covers
Keyboard Covers
Parlor or Baby Grand Covers
Canvas Goods, Twine,
Rope, Etc.

WM. A. IDEN CO.

564 Washington Blvd. Chicago, Ill.

Old shabby-looking wagons do not advertise your business. Winkler-Grimm Drays will look like new, longer than any other make.



Catalog 32C free on request

Winkler-Grimm Corporation
formerly Winkler Bros. Mfg. Co.
310 Anthony Street, SOUTH BEND, IND.

FOR SALE

FOR SALE CHEAP: Three drays, capacity 3 tons, suitable for farm or general trucking, equipped with either flat body or box. Will paint or letter to suit purchaser. Reason for selling, replaced with auto trucks. Will pay railroad fare to purchaser within a radius of 50 miles. P. O'Malley & Son, Geneva, N. Y. Jan.—3t

Storage business in city of 24,000. Storage has 60 lock spaces with 20 room apartment attached, large garage. All for \$11,000. Always full, a money maker. Address, Box 48, care TRANSFER & STORAGE, 35-37 West 39th St., New York City Dec. 15—3t

We have the best truck proposition for storage or transfermen in a new 2-, 3- or 5-ton truck. As agents for the Avery trucks we will divide dealer's commission with any transfer company. Cash or credit. William E. Good Transfer Co., 140 E. Third St., Dayton, O. Dec. 15—3t

Transfer and storage business. Making money. Owner wishes to retire. Population 30,000. Concrete building. Only fireproof warehouse in town. Address, Box 102B, care TRANSFER & STORAGE, 35-37 West 39th St., New York City. Jan.—3t

Fine moving van in good condition. Body 13 ft. 7 in. long, 7 ft. high, 5 ft. 7 in. wide. Will sacrifice for \$125. F.O.B. St. Louis. New York Storage Co., 2219 Wash St., St. Louis, Mo. Jan.—3t

Transfer and storage combined with second hand furniture business. Storage space can be doubled. Present space full. Equipped to pack and ship household goods. Located in South. Town of 25,000. Owner must sell account of health. Address Box 103S, care TRANSFER & STORAGE, 35-37 West 39th St., New York City. Jan.—3t

Storage business and three-story brick buildings, 40x90 and 40x115. Track in building. Centrally located in the best business city of 20,000 in Ohio. If sold at once, will sell for less than one-half of what the buildings cost. Address W. H. Davis, 283 Main Street, Ashtabula, Ohio. Jan. 3t.

An established transfer company, located in Seattle, will sell for \$14,000.00. Business averages over \$1500.00 per month, shows good profit, 5 motor trucks. Business capable of large expansion with additional capital. Open to fullest investigation. Owner has other interest which requires his attention. Address, M. Deatry, 4646 Eastern Ave., Seattle, Wash. Feb.—3t

Storage and moving business in Philadelphia, 360 loads of storage, 3 auto trucks, horses and vans, doing a weekly moving business of \$500, for sale, \$20,000. Address, Box 104 Ph., care TRANSFER and STORAGE, 35-37 West 39th St., New York City. Feb.—3t

FOR SALE: Ten (10) rubber-tired, goat lined coupes in first-class condition, very cheap. Louisville Transfer Company, Louisville, Ky. Feb.—3t

Storage Business in large city. Capacity 900 to 1,000 loads. Two-thirds full. Separate rooms. Large automobile vans. Good reasons for selling. Address Box 105 P, care TRANSFER and STORAGE, 35-37 West 39th St., New York. Feb.—3t

CONTROLLING INTEREST FOR SALE. Two leading storage firms in prosperous middle west city of 250,000 population, doing furniture and merchandise storage, forwarding, distributing and cartage, are favorable to consolidating and selling a controlling interest to a competent party. Both firms do large and successful business and together control over eighty per cent of the storage business in the city. All departments can be largely increased by additional capital with great profit.

Fullest investigation invited. Address "Controlling Interest," care TRANSFER and STORAGE, 35-37 West 39th St., New York. Feb.—3t

FOR RENT

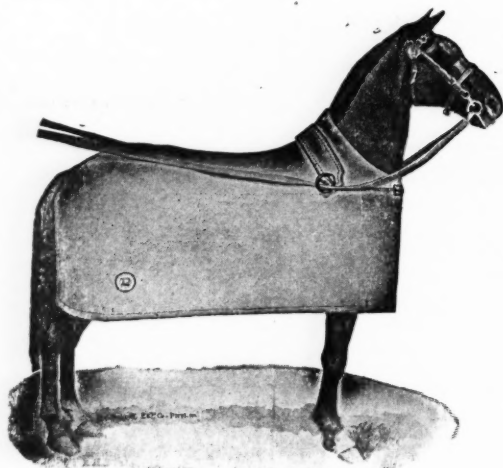
Transfer Building at Lansing, Michigan. Three-story and basement, brick, 40x120 feet, with 19,200 square feet of floor space. Offices, showroom, lavatories, elevator—everything necessary for transfer and storage business. Railroad siding along entire building. Address Box 101J, care TRANSFER & STORAGE, 35-37 West 39th St., New York City. Jan.—3t

WANTED

We are in the market for two or three second-hand Piling Machines which are in good condition. Two of the machines to pile eight feet high, and the third twelve feet high. The Quackenbush Warehouse Co., Scranton, Pa. Jan.—3t

Position as stable manager or foreman, private or commercial. Thoroughly understands all duties of stable management. Graduate veterinary school. Best of references. Address, Box 54, TRANSFER and STORAGE, 35-37 West 39th St., New York City. Dec.—3t

We are the Original and Only Manufacturers of the Famous



STAG BRAND WATERPROOF Horse and Wagon Covers

For Sale by All Leading
Saddlers throughout the
United States :: ::

Phones: { C. D. & P. 28 Court
 { P. & A. 28 Main

Pittsburgh Waterproof Company
435 Liberty Street, Pittsburgh, Pa.

Any man who owns a horse



makes a mistake if he neglects asking what nails are used in shoeing him.

To have "Capewell" nails used for any and all kinds of service is the wisest precaution a horse owner can take.

**Capewell Nails
Hold the Best**

This means the most economical shoeing; the most secure footing for the horse; prevents lost time and trouble for the driver.

It will always pay you to have "Capewell" nails used. Best nail in the world at a fair price—not cheapest regardless of quality.

**The
Capewell Horse Nail Co.**

Hartford, Conn., U. S. A.

Largest Makers of Horse Nails in the World

Have you sent
in your listing
for the

Transfer & Storage Directory



All reports and advertisements must be in our office before March 1st. This is a final request.

**35-37 West 39th Street
New York City**



We Have Blazed the Pure Feed Trail

As the sturdy Pioneer marked the trail of our great Western civilization—we have blazed the great Eastern Trail for **PURE** Feed. We have gathered the golden grain from our fertile fields, ground and mixed them with Pure Sweet Cane Molasses from our Southland and laid it at the door of the consumer of the Great East.

Hundreds have used **Excello Horse Feed** and have profited by it and every day brings us new friends. Our progress has been like that of the Pioneer—slow and steady, but the goal is reached. We have paved the Pure Feed highway and to-day **Excello Horse Feed** is known for its purity and economy in the largest and best markets of the world. When you feed **Excello** you are feeding the best. Order more to-day.

Excello Feed Milling Co.

St. Joseph, Mo.

Write for Price and Booklet

"We are absolutely independent and have no connection with the Excelsior Wrapper Trust."

Use
Excelsior
Packing
Pads



on your packing jobs. They combine economy and neat work with absolute protection to the goods packed. Your customer will be pleased.

Why not try them on your very next job? Write us now for prices; you will be surprised how low they are. A trial will prove to you that they are very profitable to use.



H. W. Selle & Co.

1000-1016 N. Halsted St.

Chicago, Ill.

To the Progressive Warehouseman

Have you outgrown your present quarters?

Are you losing business for lack of fireproof storage accommodations?

A modern fire-proof storage warehouse is *the* business getter—Money Maker.

Consult those who are acknowledged foremost in their line—who can help you solve your problems—can assist you in financing your new warehouse if necessary.

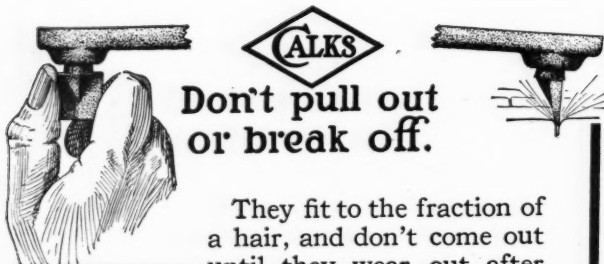
MOORES & DUNFORD

New York

43 Exchange Place

Chicago

10 S. La Salle St.



**Don't pull out
or break off.**

They fit to the fraction of a hair, and don't come out until they wear out after long service. They not only stay in because they fit, but stay in longer because they wear longer.

DIAMOND CALKS

don't break off either—because the steel used is as hard and tough as it is possible to make it.

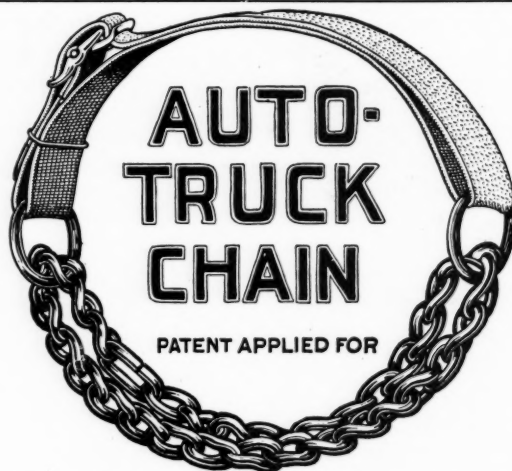
Diamond Shoes are made with just as much care and skill—they are perfect shape—easy to fit—guaranteed frost-proof, and, together with diamond calks, are the most economical footwear for horses that money will buy.

Ask for Catalogue and Price List

Diamond Calk Horse Shoe Co.

Duluth, Minn.

"They wear like a diamond"



HERMAN SOLID AND DUAL TIRE SKID CHAINS

For mud or snow. Made of special short twisted links. Short twisted links are easiest on your tires. Made of hard steel. The cross chains are double and linked together on two strap rings, permitting the worn links to be shifted together on the center. Each link of this chain wears down evenly.

Heretofore when your two center links were out on a single Chain, you lost your chain.

Our Chain gives you 4 times the wearing surface.

Wrap web strap one time around spoke.

Buckled on in a minute.

No rusty or frozen nuts, bolts, snaps or levers to lose time with.

Write for our SPECIAL PRICES to Transfer Companies.

HERMAN MFG. CO.

1420 Pennsylvania Avenue, Washington, D. C.

Packing Household Goods for Storage and Shipment

By GRANT WAYNE

This able treatise can now be had in booklet form.

Furniture warehousemen are using it to educate their patrons up to a higher standard of packing household goods.

Your estimator will find it easier to obtain satisfactory prices for packing jobs if you teach your patrons the difference between good packing and bad packing.

We will print your advertisement on the outside back cover of this booklet without charge on orders of 1,000 or more.

1,000 for	\$25.00
500 for	14.00
100 for	3.00

A post card will bring a sample.

Transfer and Storage

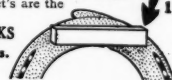
35-37 W. 39th St.,

New York, N. Y.

Use Sweet's Welded Toe Calks

Toe Calks that are welded to the shoe, forming an integral part, are the safest to use. They cannot drop off and cause injury to the horse. Welded Toe Calks extend clear across the toe and enable the horse to get the best possible grip on the road. This broad, firm grip enables the horse to pull his load with confidence. Sweet's Toe Calks are made from high grade, tough steel and will stand up under the most severe usage. Ask your horseshoer why Sweet's are the best for your horses.

FRANKLIN STEEL WORKS
Joliet, Ill. Cambridge, Mass.
Hamilton, Ontario.



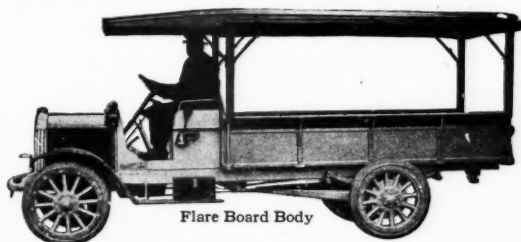
How thoroughly have you investigated the question of the calks? Is the saving you think you are making by using adjustable calks **real** or is it only **apparent**?

Are you having trouble with your horses' feet and legs? Are your horses giving you the proper service day by day and in the point of years? How about your list of accidents?

Have you made comparative tests on different kinds of pavements? All we ask is that you get at the **facts** in the matter. Or if you "haven't time" ask your horseshoer what his experience proves.

FRANKLIN STEEL WORKS

Joliet, Ill. Cambridge, Mass. Hamilton, Ont.



Skilled Engineers Design Highland Bodies

THAT means that the distribution of weight is scientifically arranged so that there is the least possible amount of stress and strain on the mechanical parts of the car.

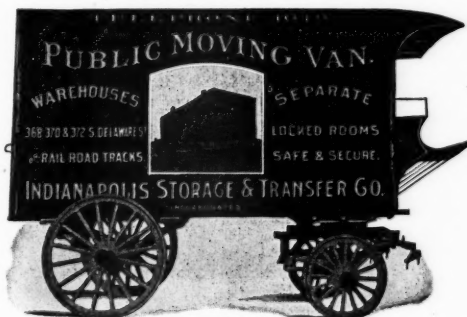
The line of standard Highland delivery bodies for the Ford chassis contains just the body that will give you the most load space, the most style and the longest service.

Write for catalog

Highland Body Manufacturing Co.
207 Elmwood Place, Cincinnati, Ohio

Established in 1866

Transfer and Delivery Wagons



Soon show the kind of material that has been put into them. Our wagons are carefully constructed with the very best material and workmanship. All lumber used in constructing our wagons is air-seasoned. We guarantee the durability of our wagons and they will stand the wear and tear to which this class of vehicles is subjected. Write to-day for our catalogue. Do it now.

Koenig & Luhrs Wagon Co.
Quincy, Ill.

Good Books for the Transfer and Storage Man

Mohun on Warehousemen

(Second Edition)

**WAREHOUSE LAWS
AND DECISIONS**

by Barry Mohun

A Compilation of the Laws of the Several States and Territorial Possessions Pertaining to Warehousemen and the Warehousing Business, Containing an Annotated Copy of the Uniform Warehouse Receipts Act. Analytical Index.

Published under the auspices of The American Warehousemen's Association

Sent to any address on receipt of \$7.50

Storage Rate Guide

CONTAINING

Storage Rates on General Merchandise, Free and in Bond; Cold Storage; Household Goods; Agricultural Implements and Much Valuable Information on Warehousing.

Compiled by the
AMERICAN WAREHOUSEMEN'S ASSOCIATION

The Edition is Exhausted, but a New Revised Edition is Being Prepared.

Law of Draymen, Freight Forwarders and Warehousemen

A Compilation of and Commentary on the Laws Concerning Draymen, Freight Forwarders and Warehousemen.

by Gustav H. Bunge

Sent to any address on receipt of \$5.00

The Transfer and Storage Directory

This Comprehensive Directory of Firms Engaged in the Transfer and Storage Business in the United States and Canada is now being compiled. In order to be sure of your copy of this Directory, get your order in early.

Price, \$3.00 Per Copy

TRANSFER AND STORAGE

35-37 West 39th Street

New York City



Modern Hauling is MOTOR Hauling
PACKARD CHAINLESS TRUCKS Simplify
all of your many Hauling Problems

THEY PAY cash dividends by giving more service for less money. They provide the quality you want, the service you must have and the stability necessary to protect your investment. They have the speed, stamina, and low up-keep cost on which success depends.

Seven sizes; 1—1¼ to 6—6½ tons' capacity. A wide range of demountable, nest and stationary bodies for every kind of load. *Write Department G for catalog.*

PACKARD MOTOR CAR COMPANY, DETROIT

Ask the man who owns one

Packard



No more worries— losses—repair bills

when using the easy, economical, modern "Loupilco Way" of delivering furniture.

Old rags, comforts and quilts are the most expensive packing material you can use. For real protection and economy adopt

Loupilco Furniture Pads

are covered with heavy Drill, green or khaki color, filled with cotton and felted into one uniform batt. Stitched so perfectly that there is no possibility of filling to separate.

Size 68 x 80, \$16.50 Doz.

Size 52 x 68, \$12.50 Doz.

Size 36 x 68, \$10.50 Doz.

Loupilco Padded Covers for Beds

Made same as Furniture Pads, khaki color only, one size to fit standard 4 ft. 6 in. bed.

For Head Boards, \$2.25 Each

For Foot Boards, \$1.25 Each

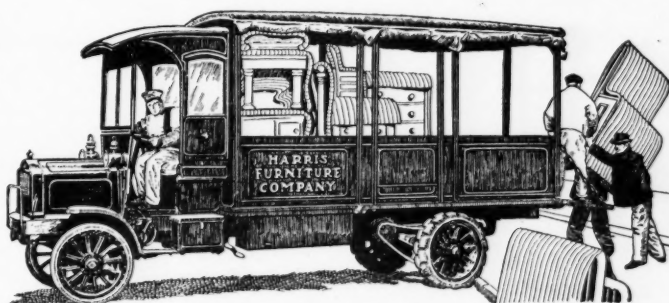
Per Set, \$3.50

TERMS—2% 10 days, net 30 days, F. O. B. Louisville

Name printed free
on lots of dozen or
more if requested

Guarantee

If Loupilco Pads and
Covers do not prove
satisfactory in every
respect, return them
at our expense.



LOUISVILLE PILLOW COMPANY

(INCORPORATED)

360 East Market Street

LOUISVILLE, KENTUCKY

SPRING-STEP RUBBER HORSE SHOES Are Now Perfected

When ordering, ask for our newest manufacture

**What a Prominent Coal Dealer
said of SPRING-STEP Shoes:**

"When our horses are shod with SPRING-STEP Shoes they walk off with their load without the least effort. I tell you it is a pleasure to see them."

Such an expression as this given by a horse owner is the best answer as to what our SPRING-STEP Shoes will do.

**Another pleased Truckman who
owns a number of horses, tells us:**

"No need of calks nor *pads* when your horse is shod with SPRING-STEPS—*asphalt* or *wooden block pavements* look alike to him.

He pulls his load with a confidence that he is not going to slip, and the best of it is, he does twice the amount of work with half the effort."

**And—The Manager of a large
Department Store says:**

"I thought your shoes were too expensive until I asked my blacksmith. I now find they are the cheapest shoe I have ever used on our horses, taking into account the length of time they wear and the extra amount of work our horses can do—why, I save as much on feed in a month as it costs to shoe them."

This Illustration Speaks for Itself—



Why Don't You Give Them a Trial?

Revere Rubber Co. Patentees and Sole Manufacturers **Chelsea, Mass., U. S. A.**

Branches—Boston New York Pittsburgh Chicago New Orleans Spokane San Francisco Seattle

